

VOLUME 117
NO. 19

LEATHER *and* SHOES

APRIL 30,
1949

Y

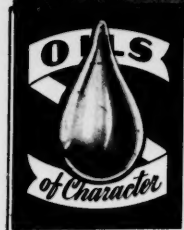
a Veteran

that's **POLYSANS**

Polysans, a series of non-ionic fatty oils, represent the first new principle in the fat liquors since the advent of sulphonated oils, marketed by us in 1946. The acceptance in the intervening 3 years is a remarkable result of the results their use produces.

Very briefly, Polysans provide better results on skin and with ANY tannage when properly used. Highly versatile and possessing a wide range of characteristics, Polysans can save you money. Their use often eliminates one or more tanning steps while providing equal, or better, quality and finish in the finished product.

You don't have to take our word for it. Polysans have the ability to produce superior results and save you money in the bargain whenever you say the word. As for NOW. Will you call or write?



Reilly-White
CONSHOHOCKEN, PA.



When the Box Is Opened...

Does the Finish Help the Sale?

**UNITED
FINISHES**

**PRODUCTS OF
B B CHEMICAL CO.**
FINISHES FOR UPPERS
BOTTOMS • HEELS • EDGES

HIGHLY competitive selling conditions require that you give your shoes every advantage. Match the style and fit of your shoes with a finish that does them justice — a finish that appears as smart in the retail shop as when it left your packing room.

Time takes a toll of finishes unless formulas are correct for every run of leathers. Periodic checks by the United Finishing Specialist help you provide the perfection of finish your customers appreciate and *expect*. If you have a finishing problem... or want to improve your finishes... phone for a United Finishing Specialist.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

God bless you, mister

... thousands of Cancer patients are grateful to you!

Cancer's annual toll of 200,000 lives is grim proof of the need for your continued generosity. The money you contribute to the American Cancer Society helps pay for the development of methods of treatment which are now saving about one-quarter of the people who are stricken with Cancer . . . people who might otherwise have died. Your money supports the work of more than a thousand specialists who are fighting to find the cause and cure of Cancer.

And it finances a vast education program that trains professional groups, tells the public how to recognize Cancer and what to do about it.



*Your life—the life of everyone you know—
is at stake. Your investment can mean
health and happiness to millions.*

Thank you . . . and God Bless You, Mister.

just mail it to

CANCER

Just write "CANCER" on the envelope
containing your contribution. It will be delivered
to the American Cancer Society office in your state.

LEATHER SHOES

ESTABLISHED 1870

PUBLISHER
Elmer J. Rumpf

EDITOR AND ASST PUBLISHER
William A. Rossi
10 HIGH ST., BOSTON 10, MASS.

MANAGING EDITOR
Charles R. Byrnes

NEWS AND MARKET EDITOR
Irving B. Roberts
10 HIGH ST., BOSTON 10, MASS.

ADVERTISING MANAGER
Philip Melhado

CIRCULATION MANAGER
June Mason

OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi, C. R. Byrnes; Secretary: L. C. Bedford.

COPYRIGHT 1949

By

THE RUMPF PUBLISHING CO.
(Formerly Hide and Leather Publishing Co.)
300 WEST ADAMS STREET
CHICAGO 6, ILLINOIS
PHONE—CENTRAL 6-9353

BRANCH OFFICES

BOSTON 10, Mass.—Frederick G. Moynahan, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • PHILADELPHIA 40, PA.—Cardwell E. Belding, 4674 N. Sydenham St., Michigan 4-2744 • CINCINNATI 2, OHIO—Robert O. Bardon, 529 Sycamore St., Main 6662 • ST. LOUIS 6, MO.—William Creahan, 2549A N. Market St., Central 3494 • GREAT BRITAIN, AND EUROPE—J. B. Tratsart Ltd., 5 London St., London, W. 2, Paddington 5946.

MEMBER: AUDIT BUREAU OF CIRCULATIONS



MEMBER: ASSOCIATED BUSINESS PAPERS

LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly (one additional issue during February, May, August, November and December) by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill. Cable address: HIDELEATH. Subscription prices: United States, \$5.00; Canada, \$4.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Pontiac, Illinois, pending.

CONTENTS

FEATURES

VIGOROUS PROMOTION PUSHING UPHOLSTERY LEATHERS 17

By James H. Liberty

A new high is being reached in the use of genuine leather in upholstery and an outline of the promotional efforts behind this increased use is given by the author.

PERSONAL LEATHER GOODS OUTLOOK GOOD 18

By Maurice A. Levitan

\$80,000,000 in sales . . . new ideas in styling and merchandising . . . aggressive promotion plans . . . the 20 percent sales tax—these factors highlight the 1949 program of personal leather goods manufacturers.

QUARTERLY MARKET REPORT 20

A review of the first quarter of 1949 with possible future trends in the markets on dress glove leathers, work glove leathers, garment leathers, belting, bag, case & strap, and novelty leathers.

NEW DEVELOPMENTS—LEATHER GOODS 22

Latest innovations include a double mitt for welders . . . leather folding machine . . . ring-accommodating glove . . . flexible high speed belt . . . and a better gripping golf glove.

NEWS HEADLINES

MASSACHUSETTS LEATHER STRIKE AVERTED

Workers get wage hike

MANUFACTURERS BID ON NAVY OXFORDS

General Shoe low bidder on new type oxfords

LEATHER GLOVE BUSINESS STALLED

Tanneries working part-time

FINE SHOE FINDERS

Indicted on anti-trust charges

QUESTION X-RAY FITTING

Claim effects may be harmful

CRADDOCK-TERRY CUTS PRICES

WEEKLY DEPARTMENTS

EDITORIAL	5	TANNING MATERIALS	30
NEWS	6	PERSONNEL	30
COMING EVENTS	12	HIDES AND SKINS	31
SPOT NEWS	14	WANT ADS	33
LEATHER MARKETS	26	LABOR NEWS	34
DEATHS	29	INDEX TO ADVERTISERS	34

EDITORIAL

How Much Of It Is Waste?

THE recent revelations of gross waste by our Armed Forces, as shown in the findings of the Hoover Commission's survey of spending policies by government agencies, came as a surprise to no one, least of all the brass hats of the Armed Forces. In fact, the Army, as though with a purposeful nose-thumbing gesture, turned right around and placed an order for over 5,000,000 pairs of enlisted men's low quarter tan oxfords for the fiscal year of 1950.

Now, according to Major Seaton F. McDaniel, chief of the QM Requirements Policy Branch, the average soldier wears out about a pair and a half of such shoes a year. Yet the recent order for five million pairs to shod the Army's 677,000 men amounts to *more than seven pairs per man*. At \$5.17 per pair, the total cost of this little order of 5,061,000 pairs amounts to \$27,265,370. Only a drop in the bucket, according to QM figuring.

Now, the records show that back in 1945 when we had a two-million-man Army, the economy-loose gentlemen of the Army QM Corps declared 166,000 pairs of good Army shoes (valued at \$687,000) as "surplus" and sold them to large-scale civilian buyers at prices ridiculously below the \$4.14 they originally cost. Yet in 1948 the Army bounced back with orders for 2,742,000 pairs. And now, for the year ahead, over 5,000,000 pairs, amounting to more than seven pairs per man (as compared with an average of two pairs per year per civilian male.)

But the Navy brass hats, not to be outdone by the Army, have been buying shoes for Navy enlisted personnel at an annual rate of about six pairs per man. Only after pressure was applied by the National Shoe Manufacturers Assn. was a readjustment in Navy shoe buying policy made.

Also, the Navy has long been specifying calf leather for its shoes, despite the fact that calf has been short in supply and long in price—and despite the fact that side leather

would suit the purpose fine. But no, there is sacred Navy tradition to uphold. Calf it must be, come the millennium and all else.

To any observer, even a layman, it would seem that the Navy should have realized that calf, in these post-war years, was in short supply and high in price. In the interest of economy the Navy might have at least investigated other types of leathers to ease calf prices and supply and make more calf available for civilian uses. It might have long ago learned that side leathers could in every way serve military shoe purposes. The very fact that the Navy did not investigate the possibilities of side leather—until recently, under pressure by industry officials—indicates a complete disregard for economy in purchasing and, more importantly, an amazing lack of knowledge about the subject of shoes and shoe leather.

And speaking of economy measures, the Navy, like the free-spending Army, also declared a large number of shoes as "surplus" shortly after the war, sold them for civilian use at drastically low prices. It was not long after that the Navy found its shoe cupboard quite bare, necessitating new purchases.

Now, all this does not appear to be mere accident. It is somewhat

shocking to learn that it is all part of a policy of waste. Let's cite a comparable incident. A few weeks ago a Congressional committee investigated Army QM expenditures for Army overcoats. One little item caught the eye of one alert committeeman. It was an order for 546,000 overcoats, priced at \$41 per garment, totalling \$20,000,000.

Now why, asked the Congressman, did the Army have to pay \$41 per overcoat when the Marines were paying only \$19 each for them? Moreover, the Army overcoat, according to the QM Corps, has a life of one and a quarter years, while the Marine overcoat lasts four years—despite the fact that the Marines are not noted for evading the rigors of military activities.

A whole line of Army QM officers paraded in turn to the witness stand to "explain" the difference. Not only was their testimony individually conflicting, but none of them could explain to the satisfaction of the committee why the poorer quality Army overcoat costs \$41 against the \$19 cost for the better-wearing Marine overcoat.

It is interesting to note that the same Army officials buying these overcoats are the ones buying Army shoes.

Maybe, thank heaven, there is a solution in view. It is reported that all purchasing for Army, Navy and Air Force will now be made by one source functioning under the Secretary of Defense. It is a step in the right direction. The only fly in the ointment is the possibility of the new military purchasing office failing to improve purchasing methods.

We have pointed our case to shoe purchases. But there are countless other purchases—cut soles, heels, lasts, etc.—affiliated with the shoe industry and affecting the shoe and leather industry, and certainly influencing consumer shoe prices (for instance, as in the case of the Navy specifying calf when side leathers might well serve the purpose.)

When shoe industry materials and supplies prices are influenced by indiscriminate military buying, the result is higher shoe prices for consumers. This adversely affects shoe and leather business.

It is for this reason that our industry organizations, and all members of the industry, should from here on keep an alert eye on military purchasing of shoes and shoe materials or products. Military waste can be costly to the industry.

NOTICE

Anyone desiring reprints of
LEATHER and SHOES' editorials
may obtain them at the following
nominal cost:

Up to 100.....	10c each
200-500	5c each
1,000 or over	2½c each

NEWS

Avert Massachusetts Leather Strike

Union, tanners come to terms at last minute. New contract gives workers wage hike, extra paid holiday.

A state-wide strike affecting close to 10,000 workers and over 100 tanneries in the Massachusetts leather industry was narrowly averted this week when representatives of the Mass. Leather Manufacturers Assn. and the International Fur & Leather Workers Union, CIO, reached agreement on a new contract.

Terms of the two-year contract—calling for a four and one-half cents hourly wage boost and an additional paid holiday—were accepted almost unanimously by 1000 members of IFLWU Local 21 at a mass meeting in Peabody.

The contract which directly affected 7000 leather workers in the North Shore area took effect immediately, stipulating that there would be no work stoppage for its duration. Close to 3000 other leather workers in the state are expected to accept a similar contract.

The wage increase is retroactive to Jan., 1949, and will be added to present wage scales of \$1 to \$1.75 per hour. Wage clauses may be reopened in a year but any disagreement will be settled by arbitration. Retroactivity extends back to New Year's Day which is the sixth paid holiday.

Members of locals in Peabody-Salem, Lynn and Woburn had previously voted to authorize union strike committees to call a strike at their discretion. Union officials declared that the strike would be called if no settlement was reached at a final conference held Monday at the Hawthorne Hotel, Salem.

The new contract does not contain a pension plan originally demanded by the union. Employers will also continue to pay Blue Cross premiums for workers only and not for their families.

A walkout last Saturday by 200

employees of the Korn Leather Co. was brought on by the firm's suspension of "soaking" in anticipation of a strike, according to Richard B. O'Keefe, business manager of Local 21.

6 Mfrs. Bid Navy Call for 10,002 Prs. Kip Oxfords

General Shoe Corp., Nashville, Tenn., was low bidder last week on Navy Invitation No. 4561 calling for 10,002 pairs of black oxfords with kip side or extreme uppers. The invitation was the first issued by the Navy for kip sides or extreme uppers rather than calf leather uppers.

General Shoe Corp. bid on the entire quantity at \$4.32 per pair. Next lowest bidder was Brown Shoe Co., St. Louis, with a bid of \$4.36 per pair on the total pairage. Delivery is scheduled for May 1949 to the Brooklyn Naval Clothing Depot.

Bidder	Quantity	Price
W. L. Douglas Shoe Co., Brookton, Mass.	all	\$4.95
General Shoe Corp., Nashville, Tenn.	"	4.32
E. J. Givern Shoe Co., Inc., Rockland, Mass.	"	4.90
Doyle Shoe Co., Brookton, Mass.	"	4.87
Brown Shoe Co., St. Louis, Mo.	"	4.36
Endicott-Johnson Corp., Endicott, N. Y.	"	4.875

Craddock-Terry Cuts Prices

Craddock-Terry Shoe Corp., Lynchburg, Va., has announced reductions of 20 to 25 cents per pair on some fall lines of men's, boys' and growing girls' shoes. President Charles G. Craddock announced that women's branded lines would remain about the same in price. He added that lower price lines have been strengthened by a concentration of styles. The firm is also introducing a line of children's medium grade shoes named "Billiken Brand."

Buyer Resistance Stalls Leather Glove Business

The leather glove industry in the Gloversville-Johnstown area is stalled now because buyers' resistance and falling prices in some other clothing lines have made wholesalers and retailers wary of building inventories at present prices, according to a survey conducted among glove officials.

Prices of leather gloves are not expected to drop because the labor cost is constant and there is no prospect now of a fall in the price of raw skins. Yet retailers are not building up inventories, or replacing goods sold, in a clothing market with a trend downward.

Merchants know they can expect to sell a certain number of staple leather gloves, and normally many would have placed their orders for them by this time, but this year they are not buying any product they feel may be cheaper within a few months.

Meanwhile, glove makers are keeping shops open on reduced working schedules or closing the doors until conditions pick up again. Large manufacturers are suffering most in the present idle season, because their overhead is high and constant, and they cannot afford to suspend key executives and salesmen merely because orders are few. Many of the small family-owned shops have laid off most or all workers and are just biding time until business gets better. Their overhead and expenses are lower, because they do not maintain large and highly-paid administrative and executive staffs.

No post-Easter orders have come into the area in any quantity yet, and the consensus of manufacturers is that it may be several months before big orders are placed.

A survey of tanneries in the Gloversville-Johnstown area indicates that about sixty per cent of the estimated 1300 tannery workers normally employed are now working either full or part-time. The approximately 40 per cent remaining are not employed in tanneries, although some have found occasional jobs as general laborers or in other unrelated lines of work.

Some men work one week in two, others one in three, still others one in four. An estimated twenty-five per cent of tannery employees are working full time. Some tanners work so irregularly that figures cannot be obtained to compare with normal business conditions.

The tanners of glove leather have been hit the hardest, with shoe leather tanners the least affected. Several

firms turning out shoe leather have had to lay off their employees for only a few days since the first of the year. Others specializing in glove leathers have been closed most of the time during this period.

Company officers and union officials alike agree that a fall in the price of raw skins would improve tannery business, but few expect any such drop in the cost of raw materials.

TC Spring Program

Complete program arrangements for the Spring Meeting of the Tanners' Council, to be held at the Cavalier Hotel, Virginia Beach, Va., May 16 and 17, were announced this week, and will include prominent speakers both within and outside of the industry.

The first day of the meeting, May 15, will be taken up by a board of directors dinner and meeting and a dinner and meeting of the hide committee.

The conclave will get under way officially on Monday, with the President's Address by Sherwood B. Gay, Council President. H. J. Luedecke, Executive Editor of the New York Journal of Commerce will speak on "Economic Facts and Fiction" and will be followed by Frederick R. Livingston, formerly of the NLRB, who will address the meeting on "The Labor Outlook." T. L. Sweet, Chief, Combined Materials Branch of ECA, will then speak on "Hides and Skins Under the Marshall Plan." The day will be rounded out with golf, a bridge party for the ladies, the President's Reception in the evening and the Council Dinner.

Tuesday's session will begin with an address by Irving R. Glass, Executive vice-president of the Tanners' Council, who will review industry development. A panel discussion and open forum will then be held on foreign trade, raw materials, leather consumption, and other subjects of current interest. Group meetings will follow for members only.

The afternoon of Tuesday will be given over to the golf tournament, and golf prizes will be awarded at 5:30 P.M.

Fine Shoe Finders

The Federal Court in New York City has imposed fines totaling \$44,250 against seven corporations and 13 individuals in the leather and shoe findings industry. Attorney General Tom C. Clark has announced. The defendants had pleaded nolo contendere to an indictment returned Oct.



SYLVIE HAMILTON

... newly-appointed fashion consultant for Amalgamated Leather Co.'s, Inc., Wilmington, Del., who will direct promotions of new colors and leathers for the firm. Miss Hamilton is director of Fashion Mating Service serving retailers and manufacturers in both the shoe and accessories fields. Her knowledge of manufacturers' and retailers' operations plus her work in the related fashion market will enable Amalgamated Leather Co.'s to assist its customers in the coordination of colors that sell shoes and accessories profitably. Her office is located in the Marlbridge Building, New York City.

26, 1948 charging violation of the Sherman Antitrust Act.

The indictment charged the Metropolitan Leather and Findings Assn. and defendant members with conspiring to fix prices; to refuse to sell leather and shoe findings to finders and wholesalers not approved by the association; and to prevent producers and wholesalers from selling directly to shoe repairmen.

On Jan. 10, 1949, fines totaling \$36,240 were decreed against the association and the group of defendants who purchase leather and shoe findings for resale mainly to shoe repairmen. The new fines were against producers and wholesalers of leather and shoe findings. Fines were as follows:

PRODUCERS

Cat's Paw Rubber Company, Inc., \$4,000 and Morris Eisen, Secretary & Treasurer, \$1,250, both of Baltimore, Md.

Griffin Manufacturing Co., Inc., \$4,000 and William F. Smith, Sales Manager, \$1,250, both of Brooklyn, N. Y.

The Goodyear Tire & Rubber Company, Inc., \$4,000 and Harry L. Post, General Manager, \$1,250, both of Akron, Ohio.

The L. T. S. Company of Elyria, Ohio, \$4,000 and Jacob Goldstein, Sales Representative, New York, N. Y., \$1,250.

The Linen Thread Co., Inc. of New York, \$4,000 and Samuel Barbour, Vice President, Bronxville, \$1,250.

O'Sullivan Rubber Corporation, \$4,000 and Warren S. Winterson, Vice Pres. and Asst. Treasurer, \$1,250, both of Winchester, Va.

The United States Leather Company, \$4,000 and Robert L. Lerch, Sales Manager, \$1,250, both of New York.

Henry F. Keating, Sales Executive of Howes Leather Co., Inc. of Boston, \$1,250.

WHOLESALE

Martin Berkson, President of Berksons Leather Co., Inc. of New York, \$1,250.

Irving J. Seol, President of Wizard Sales Co., Inc. of New York, \$1,250.

Isaac Lippman of New York, \$1,250.

Max Perlestein, a member of the partnership known as Perlestein Bros., of New York, \$1,250. Herman Reisfeld, trading as Hauser & Reisfeld, of New York, \$1,250.

Glove Industry to Stage Glove Exposition in May

Leather glove manufacturers, tanneries, allied leather industries, and unions are uniting with Gloversville, N. Y., businessmen to stage a full-scale Glove Exposition in the city May 17-21.

The five-day festival will include exhibits of leather tanning, glove making, and other leather industries of Gloversville and Johnstown. The Exposition is designed to emphasize the importance of leather and glove manufacturing to the nation, and to attract trade to the center of the glove industry.

A beauty contest to select the Queen of Gloves will be held during the Exposition, and the winner is expected to visit New York fashion centers to promote the sale of gloves.

James H. Casey Jr., executive secretary of the National Association of Leather Glove Manufacturers, is representing the industry on the sponsors committee for the Exposition. Charles B. Hildreth, president of the United Labor Unions of Fulton county, is chairman for industrial displays. Clarence H. Carr, president of Local 202, International Fur & Leather Workers Union, CIO, is directing the exhibits of leather, showing stages in manufacturing from raw skins to finished leather.

Glove displays will be arranged by Gordon Blake, president of the Consolidated Cutters and Shavers Union; Leonard J. Hannig, president of the Operators and Day Hands Branch, Glove Workers Union; and Frank McMaster, business agent of the Layers-off Local 292, Amalgamated Clothing Workers.

Argentina Seeks More U.S. Sales; Squeezes Dollars

The Argentine Govt. is seeking to increase its sale of exports to the U. S. Latest step in its intensive campaign to relieve its serious shortage of dollars is a plan to overhaul the trade agreement of Oct., 1941.

During 1948, Argentina exported \$183,385,000 worth of goods to the U. S. Ambassador Jeronimo Remorino who recently returned to Buenos Aires after, conferring with U. S. officials believes this figure can be raised to \$400,000,000 annually. Remorino bases his belief that far more hides, wool, cheese and other products can be sold to the U. S.

Toughest stumbling block in Re-

morino's plan at present is Article 40 in the new Argentine constitution which declares that all "public services" belong to the state and states that "sums in excess of a reasonable profit" made by foreign interests shall be subtracted from the price paid by the government. The article, in effect, opens U. S. interests in Argentina to expropriation and has aroused concern among U. S. businessmen.

The U. S. Embassy has been trying to convince President Peron for some time that several dollar markets could be opened up if Argentina's price policy were liberalized.

Because of its increasingly serious shortage of U. S. dollars, the Argentina Central Bank is reported compelling Argentine exporters to advise U. S. banks to deposit funds collected in the Federal Reserve Bank to the account of the Argentine Central Bank. Until recently, several U. S. banks were using the collections to pay off Argentine debts to U. S. exporters and banks. Official sources estimate that Argentine importers owe U. S. exporters more than \$250 million at present.

New Import Decrees

The government has issued several decrees restricting imports to articles and materials essential to the health of people or essential to its industry. Materials in the first category include drugs, fuels and other essentials which are not produced domestically in sufficient quantities. Argentina's industry urgently needs replacement of much old machinery and the government has given a preferential rating to imports of machinery.

Sodium Bichromate Output Equals Industry Demand

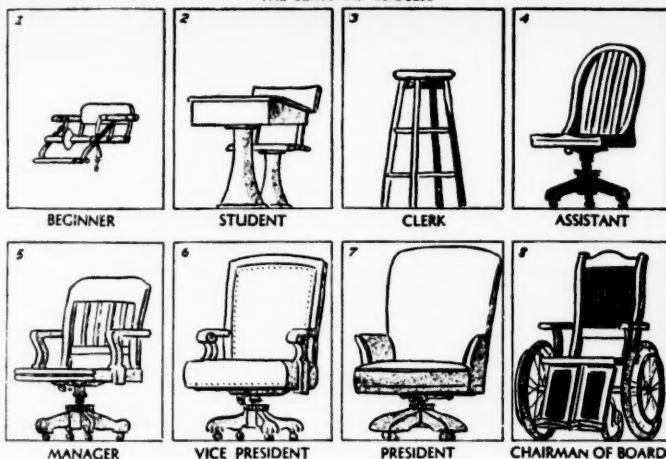
Production of sodium bichromate, the primary chromium chemical, has caught up with industrial demand for the first time since the war, the U. S. Dept. of Commerce reports. The compound is the basic chemical in the manufacture of chrome tanning compounds and the manufacture of chrome pigments.

Other chrome chemicals, however, are in comparatively short supply, according to the department's Chemicals and Drugs Industry Report for April.

St. Louis Mfrs. Assn. Names 6 Committees

The formation of six major committees to serve for a one year term were announced this week by the St. Louis Shoe Manufacturers Assn. A.

THE SEATS TO SUCCESS



J. Brauer, Jr., president of the association, appointed the following committees and chairmen:

Membership Committee; Frank J. Weber, Weber Shoe Co.

Publicity Committee; Paul Atkins, Winthrop Shoe Co.

School of Design; L. J. Schaefer, Naturalizer Division, Brown Shoe Co. Convention Committee; James S. Legg, Moulton-Bartley, Inc.

Credit Committee; E. J. Hopkins, Peters Shoe Co.

Program Committee; F. J. Cornwall, Brown Shoe Co.

NESLA Supports Merit Rating System

Retention of the merit rating provisions contained in Mass. Unemployment Insurance Laws was urged last week at a public hearing in Boston by the New England Shoe and Leather Assn.

In his statement, Maxwell Field, executive secretary, declared that the association favors continuation of Experience Rating in Mass. shoe and leather firms. Elimination of this system, he said, would result in "undue hardship to a substantial number of companies in the shoe and leather industry."

Field reported that employers in these industries contributed \$2,311,479 to the Unemployment Compensation Fund in 1947. This amount would have been increased by \$967,000 or 42 percent if all employers had been compelled to contribute to the flat rate of 2.7 percent.

"The average 1948 contribution rate for rated employers in the shoe

and leather industry was 1.99 percent, which exceeded the average 1947 contribution rate of 1.33 percent by 49.6 percent," said Field. "Of all rated employers in the shoe and leather industry in both 1947 and 1948 (590 employers) 401 employers, or 68 percent of the total, had a higher rate in 1948 than in 1947."

Field called attention to the fact that major competing shoe states—Maine, New Hampshire, New York, Pennsylvania, Ohio, Missouri, Illinois, Indiana, Wisconsin, Tennessee and Virginia—have Experience Rating systems.

Maine Show Set

Plans for the second annual State of Maine Shoe Show have now been completed, according to John R. Thompson, N.E. representative of Roberts, Johnson & Rand Shoe Co. and chairman of the show. About 90 exhibitors are expected at the show which will be held June 26-28 at the Bangor House, Bangor, Me.

Show committee members named are as follows: Andrew Nelson, Gardiner Shoe Co.; Thomas C. Anderson, Ideal Shoe Co.; Bernard Goldstone, Star Shoe Co.; Louis Ohl, Endicott-Johnson; George Rosen, Daly Bros.; Harry Lord, Hub Shoe Co.; Edwin Slater, Weinberg Shoe Co.; H. Leighton, Sundial Shoe Co.; Clarence Chapman, Lombard-Watson Co.; Leon E. Kelley, Freeman Shoe Co.; Chester Lord, Sandler Shoe Co.; Milton Corrigan, Kreider-Creveling Shoe Co. and Alan B. Larkin, Register Publications.

Women's Lines Feature Popular Price Show

Display of nearly 200 lines of women's shoes is expected to draw a record attendance of retailers at the fall market week of the Popular Price Shoe Show of America, May 23-26, at the Hotel New Yorker, New York City. An additional group will be shown at the Hotel McAlpin, co-managers Maxwell Field and Edward Atkins announce.

Field and Atkins stressed that buyers are awaiting for the PPSSA to make their important merchandising decisions on women's shoes because the show is timed to provide an "editing of important fall styles." Manufacturers will be able to deliver shoes purchased at the show in time for early fall selling, they said.

Question X-Ray Fitting

The X-ray fluoroscope shoe-fitting machine used in many shoe stores is unsafe in the hands of an untrained operator, the American Medical Assn. reports in a recent issue of *The Journal*.

"Danger arises from two sources," the editorial states. "Namely, too high an intensity and uncontrolled length of exposure or repetition of exposures. Without an expert to operate the machine, or at least an indoctrinated employee of special assignment, these dangers could probably not be successfully avoided."

"How necessary is fluoroscopy to get a well-fitting shoe? Many a good foot has been made ugly and troublesome by years of badly-fitted shoes, far more presumably than have been deformed by roentgen injury. Is it not possible, however, to avoid both hazards by merely fitting shoes carefully, using the ordinary methods of measurement and observation? The bitter fact remains that fluoroscopy simply cannot be really safe in the hands of those untrained to its use and relatively ignorant of its dangers."

British Shoe Output 136,900,000 Pairs in '48

Britain produced a total of 136,900,000 pairs of shoes and slippers in 1948, the Boot Manufacturers' Federation reveals in its annual report. Comparing 1940 with 1948 figures, excluding footwear with fabric uppers, the report adds that adult footwear dropped 11 percent last year.

This was in part due to a shortage of labor as well as the lower quality and quantity of materials. The Fed-

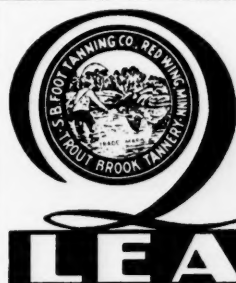
eration declared that a better grade of shoe was needed, both in leather content and wearing qualities. However, manufacturers were unable to produce a better shoe.

"Both the quantity and quality of our raw material," the report adds, "has fallen short in the past year compared with 1947. In spite of assurances from the Government Depts. concerned that the volume of supplies in 1948 would be comparable to 1947, the quantity has not been available . . . there has also been a deterioration in the quality of the leathers available to the shoe industry."

Taking Applications At Pratt Institute

Applications for entrance in the September class of the School of Leather and Tanning Technology, Pratt Institute, Brooklyn, are being received at the present time.

The school tannery is now in operation, according to Arthur Goetz, director of the course, and production of various types of leather on a practical basis have been added to the educational program of the school.



FOOT Quality LEATHERS



WHITES are in the swing in active and spectator sports. There is a sparkling white washable and regular finishes that stay white.

Other time tested TROUT BROOK LEATHERS are Amazon (corrected grain) work shoe elk, Glovtan (retan) Zumbro (corrected dress elk), Stratford (full grain dress elk), Full grain Elk Sides, Waterproof Service Leathers—Gopher (full grain) and Stagway (corrected grain), Glove and Gusset, Shoe and sole splits.

S. B. FOOT TANNING CO.

RED WING, MINNESOTA

S. B. FOOT TANNING CO. OF MASSACHUSETTS

145 South St., Boston, Mass. F. J. Levisier, Treasurer and Manager

Fred F. Michels & Son, 171-177 William Street, New York, N. Y.—Grumbine Leather Co., Hanover, Pa.—Armin Kaufman, 6304 Cary Ave., Cincinnati 24, Ohio—S. E. Engman, 518 Harvell Ave., El Monte, Calif.—Charles Degen Co., 1012 No 3rd St., Milwaukee, Wis.—H. T. Tankersley & Co., 4030 Chouteau Ave., St. Louis, Mo.—Getz Bros. & Co., Inc., 231 Sansome St., San Francisco, Calif.

Keystone Tanning To Close N.Y. Plant

The Keystone Tanning & Glue Co., New York subsidiary of The United States Leather Co., is closing its Salamanca, N. Y. plant on May 1, because of lack of orders. Recent layoffs at the tannery reduced workers from 140 to 25. It is reported the concern also plans to suspend operations at Emporium, Pa., on May 9.

1400 Workers Out At H. O. Rondeau Co.

In a wage dispute at the H. O. Rondeau Shoe Co., Inc., Farmington, N. H., 1,400 workers were on strike this week, after one department refused to take a ten percent cut in wages, according to Raymond Chagnon, president of the Farmington Shoe Cutters Assn.

The majority of the Rondeau workers, represented by two other unions, had previously voted to accept the reduction, which was 10 percent for all employees earning \$1.00 per hour.

The cutting department, however, voted not to accept the decrease, despite the declaration of the legality of the majority vote by the State Labor Commission.

The shoe concern then issued an ultimatum that anyone not reporting for work Friday, April 22, would be taken off the payroll and new cutters hired. This week, the workers in



Architect's drawing of the latest addition to the Florsheim Shoe Co. chain, under construction in the Dearborn and Madison corner of the State-Madison Building, Chicago. Exteriors, made of gray Granux, aluminite metal and plate glass, will be of the "visual" type with large panes of glass extending from floor to ceiling. Completion is scheduled for June 1.

other departments walked out, refusing to handle work cut by the new cutting department.

The Farmington concern produces 15,000 pairs of dress and play shoes daily.

International Shoe Co. Closes More Plants

The International Shoe Co., has announced plans to close three of their plants for a period of three weeks, following the completion of current production schedules, and also the

shut-down of several other shoe factories.

The plants to be closed for the three-week period are the Madison St., plant in St. Louis, the Kirksville, Ill. factory and the plant in Quincy, Ill. Cutting rooms are expected to resume operations May 9.

The firm's factories at Bluff City and Hannibal, Mo. will be closed for one week.

Army-Navy to Buy Gloves

The Chicago Quartermaster Purchasing Office has issued an invitation for bids on 44,300 pairs of gloves, shells, leather, for opening on May 10. This invitation is QM-11-183-49-1107.

The Navy Purchasing Office, New York City, has issued invitation No. 4510, calling for 2,300 pairs of gloves, leather, lined, black, slip-on, pattern cut, made from South African Cape or cabretta leather with 100 percent wool linings. Bids on this order will be opened May 10, in New York City at 10:00 A.M.

Average U.S. Family Buys 11.7 Pairs Shoes Yearly

The average American worker's family of four annually buys three pairs of shoes for the wife for dress or street wear, 3.7 pair for daughter, 2.9 pair for son, but only 2.1 pair for the father of the family.

This statement is contained in a 150-page illustrated printed book, called "Gift of Freedom," which was issued by the Bureau of Labor Statistics primarily for use abroad to tell other nations of the standards of living in the United States.

Report Luggage Shipments At \$134.2 Million in '47

Luggage manufacturers shipped products valued at \$134.2 million during 1947, according to preliminary figures released by the Bureau of the Census, Dept. of Commerce. This represents an increase of 267 percent over the \$36.6 million value of products reported by this industry in 1939, when the last census of manufactures was taken.

Value added by manufacture in the industry during 1947 totaled

\$68.1 million, an increase of 291 percent over the \$17.4 million value added in 1939. This value is calculated by subtracting cost of materials, supplies, containers, fuel, purchased electric energy and contract work from the value of products.

Average employment in the industry amounted to 16,066 in 1947 as compared to 9,924 in 1939. Salaries and wages paid to all employees increased 256 percent from \$11.6 million in 1939 to \$41.3 million in 1947.

GENERAL STATISTICS FOR THE LUGGAGE INDUSTRY, UNITED STATES TOTALS: 1947 and 1939 (Money figures and man-hours in millions)

ITEM	1947	1939
Number of establishments	592	329
All employees:		
Number (average for the year)	16,066	9,924
Salaries and wages (total)	\$41.3	\$11.6
Production and related workers:		
Number (average for the year)	13,904	8,326
Man-hours (total)	27.8	n.a.
Wages (total)	\$31.1	\$7.9
Value added by manufacture (a)	\$68.1	\$17.4
Cost of materials, fuel, electricity and contract work	\$66.1	\$19.2
Value of shipments (b)	\$134.2	\$36.6

n.a.—Not available.

(a)—For 1947, value of shipments less cost of materials, fuel, electricity, and contract work.

(b)—Value of production for 1939.



**In Channel Cementing, too,
there's an Adhesive that's
made for your operations!**

For your Making Room . . . here are three adhesives for Channel Cementing to meet varied requirements—and meet them well!

- **Be Be Bond (SOLVENT) 510** — This medium-fast drying cement made with smoked sheet rubber meets the requirements for leather soles. It may be applied by hand or machine.
- **Be Be Bond (SOLVENT) S-737** — A neoprene cement for leather sole channels having outstanding bond and tack.
- **Be Be Bond (SOLVENT) L-8** — This white crepe rubber cement for rubber sole channels is light in body, tacky and dries fast with a very strong bond.

United sales representative for helpful counsel and a dependable source of supply. Ask him for your copy of "USC Adhesives", an easy-to-read, 8-page brochure of facts on dozens of high quality adhesives for shoemaking.



**Be Be Bond
Be Be Tex Cements**
Products of B B Chemical Co.

UNITED SHOE MACHINERY CORPORATION • BOSTON, MASSACHUSETTS

The study also reveals that the wife buys one handbag a year, and 0.2 for the girl, and one pair of gloves for the wife and 0.8 for the daughter. As for the men in the family, the purchases are given as 0.6 pair of leather or wool gloves each for the father and son.

The book also tells the approximate "hours of work required by average factory worker" to earn enough to purchase certain items. A man's work shoes took six hours, but 5½ were needed for women's street shoes and three hours for play shoes for both the wife and her daughter.

The authors assure European readers that "high shoes have virtually disappeared" in America and that

most men now wear "low shoes except for work shoes."

Cattle at Record Level

World cattle numbers at the beginning of 1949 were estimated at 761 million head, a new record level about 10 million head more than a year ago, the Office of Foreign Agricultural Relations reports. The preliminary estimate of 1949 cattle numbers is one percent above the estimate for 1948 and four percent above the 1936-40 average.

Significant increases in numbers were reported in all continents except North America and Africa. Largest gains were in Asia, Europe, and the Soviet Union with smaller

increases in Oceania and South America. However, cattle numbers in Europe and the Soviet Union continued below the 1936-40 average. Decreases in North America and Africa were insignificant.

Virtually all European countries except Austria and several smaller countries had more cattle than a year ago. Increases were attributed to an improved feed situation, higher demand for meat and meat products (hides, skins, etc.) and government plans to rebuild and improve herds.

The Agriculture Dept. reported that Argentina, world's largest exporter of meat, experienced unusually heavy slaughter of cattle in 1947-48 which should be reflected in lower numbers this year.

Coming EVENTS

Michigan Monthly Shoe Show, Hotel Statler, Detroit—May 1-3, June 5-7, July 10-12, Sept. 11-13.

May 1-4, 1949—Advance Fall Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 2-6, 1949—Guild of Better Shoe Manufacturers Showing, New York City.

May 2-13, 1949—British Industries Fair, Earls Court and Olympia, London, and Castle Bromwich, England.

May 8-10, 1949—Spring Show, Iowa Shoe Travelers Assn., Des Moines, Ia.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn., Adolphus Baker and Southland Hotels, Dallas, Texas.

May 11-13—Grand Rapids Shoe Fair, Pantlind Hotel, Grand Rapids, Michigan.

May 14-18, 1949—Mid-Atlantic Shoe Show, Middle Atlantic Shoe Retailers Assn. and Middle Atlantic Shoe Travelers Assn., The Benjamin Franklin, Philadelphia, Pa.

May 16-17, 1949—Spring Meeting, Tanners' Council of America, Inc., The Cavalier, Virginia Beach, Va.

May 21-28, 1949—24th annual National Foot Health Week, National Foot Health Council.

May 23-24—National Hide Assn. Annual Meeting, Brown Hotel, Louisville, Ky.

May 23-26—Popular Price Show of America, Hotels New Yorker and McAlpin, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

May 30-June 10, 1949—Canadian International Trade Fair, Toronto Exhibition Grounds, Toronto, Canada.

June 5-7—Fall Shoe Show, Indiana Shoe Travelers' Assn., Inc., Severin Hotel, Indianapolis.

June 6-9, 1949—Semi-Annual Shoe Show, Boston Shoe Travelers' Assn., Parker House, Boston, Mass.

June 13-18, 1949—National Luggage & Leather Goods Week, sponsored by Luggage and Leather Goods Manufacturers of America, Inc.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J.

June 26-28, 1949—Second annual State of Maine Shoe Show, Bangor House, Bangor, Me.

July 10-14—Annual Convention, National Leather & Shoe Finders Assn., Hotel New Yorker, New York.

July 24-27, 1949—Baltimore Shoe Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Shoe Repairmen Hold Gains

Shoe repairmen "expect to retain at least 50 percent of their wartime increase in business," according to a 453-page printed book, Occupational Outlook Handbook, issued by the Veterans Administration and the U. S. Department of Labor. The demand for shoe repairs "is fairly steady" and "few shoe repair businesses fail, even in periods of depression," adds the book.

More than three-fourths of the 60,000 shoe repairmen who were working in 1940 own or operate their own shops, the study shows. Because of the "sizeable number of partially trained workers" left over from war days, the prospects of those seeking to enter the field "are not very bright."

The book says that employment opportunities are better in the Middle Atlantic and East North Central States, "where over one-half of the shoe repair shops are located." As to wages, the report says they have risen to the point "where skilled workers in city shops now receive from \$55 to \$80 a week, and semi-skilled finishers from \$35 to \$45."

Mexican Vaccination Reported 60% Completed

Vaccination of 15 million cattle in the quarantined area of Mexico against the dreaded hoof-and-mouth disease is now 60 percent completed, according to Gen. Harry H. Johnson, co-director of the joint Mexican-United States commission now fighting the disease. Johnson was a featured speaker recently at a meeting of the joint live stock committee at the Hotel Morrison, Chicago.

Although vaccination of all 15 million cattle will be completed by

the end of June, Johnson said that the fight was just beginning. Inoculations must be repeated every four months until the disease is completely eradicated. The present outbreak began in Mexico sometime in 1946 and resulted in a U. S. ban on imports of Mexican cattle, formerly totaling 500,000 head annually.

To Study Sales Trends

Shoe sales trends for the first half of 1949 will be the subject of a study conducted by the National Shoe Institute, industry promotional organization. The Institute is sending a questionnaire to both shoe manufacturers and retailers asking for sales trends in the first three months of the year and estimates of sales in the second quarter.

The Institute reports that it is also asking manufacturer and retailer opinion on the most significant style change to occur in the fall season in men's, women's and children's shoes.

Material on foot care stressing the proper selection and care of shoes will be released to radio outlets and newspapers in time for use during National Foot Health Week, May 22-28.

Force Luggage Tax Test

A surprise parliamentary move aimed at cutting luggage excise taxes in half was made recently by Senator Edwin C. Johnson, Colorado Democrat. Johnson is a member of the Senate Finance Committee holding hearings on proposed repeal of oleomargarine taxes, and he has asked that a "rider" be tacked on to that bill, calling for a reduction of excises on luggage and other items.

The move, which is aimed at putting most excises (except liquors, wines and beers) back to the 1942 levels, was frankly designed by him as an effort to "force a committee test."

Senator Johnson said he was acting to "prevent a protracted buyers' strike" against various articles now bearing excise taxes. "My bill," he said, "is being offered with the full knowledge of and without objections from members of the House Ways and Means Committee. I propose that it be enacted now, when seasonal buying will minimize its impact."

Argentina to Raise Meat Packer Subsidies

The Argentine Govt. will shortly increase government subsidies to help

American and other meat packers handle new worker wage increases, according to the latest trade reports.

The action is the result of packer threats to close Argentina's 12 largest meat packing plants April 21 unless the government helped meet their operating losses under the new wage raises ordered by the Peron administration.

Packers, including Swift International, Armour and Wilson, claimed that wage increases to 53,000 workers raised their monthly losses from \$3 million to \$6 million.

Cross to Address NHA

Austin F. Cross, noted global reporter and author of Ottawa, Canada, will be featured speaker at the annual convention of the National Hide Assn. to be held May 23-24 at Louisville, Ky. Cross who will give a first hand account of conditions in Europe recently flew to the Continent where he will visit The Netherlands, Italy, France, Yugoslavia and Switzerland.

Other speakers scheduled are L. P. East, general agricultural agent for the Pennsylvania Railroad; Jack Weiller of Friend Hide Co.; and Frank Brown, president of the association from Roanoke, Va.

THERE'S NONE TO EQUAL THE—BRILLIANT

IT **HAS** THE PROPERTIES

- 1 for Perfect Filling
- 2 for Covering Defects
- 3 for Ease of Application...
(no brush marks)
- 4 for Uniformity
- 5 for Giving a High Gloss Finish

"**RAVEN-HUE**" IS THE SHANK BLACKING FOR SUPERIOR RESULTS
SEE YOUR NEAREST REPRESENTATIVE OR WRITE US DIRECT

HADLEY BROS. • UHL CO.

3948 WEST PINE BOULEVARD • • • ST. LOUIS 8, MO.
IN CHICAGO IN PENNSYLVANIA
The Howard Irwin Co., 208 N. Wells St. McClarin-Bedford, 54 Frederick St., Manover, Penn.

GLOSSY BLACK of HADLEY'S "RAVEN-HUE" Shank Blacking



SPOT News

Massachusetts

● Bates Shoe Co., Webster, Mass., has reduced prices on some lines of men's shoes an average of 15 cents per pair. Some of the \$10.95 shoes have been cut to \$9.95 and some \$11.95 to \$10.95.

● Colonial Tanning Co., Inc., Boston, has announced that Horace H. Beaven no longer represents the company in Nashville, Tenn. and southern territory. All business for the territory will be handled through the Boston office until a new representative is appointed.

● Taber-Wheeler Co., Boston leather dealers, are reported in the process of liquidation. The firm is presently collecting amounts receivable and will go out of business when this is completed, it is understood.

● A mortgagee's foreclosure sale of the shoe machinery and equipment of Reed Shoe Co., Inc., Boston footwear manufacturers, was reported recently held on the premises.

● Paule Chemical Corp., Charlestown, makers of adhesives, finishes and solvents for the shoe and allied trades, has enlarged its plant and now has a division for chemo-testing. The division will aid shoe manufacturers in analyzing materials and providing proper shoe finishes, adhesives, etc. to insure steady production. The new laboratory and plant expansion has added some 15,000' of working area.

New Hampshire

● Miller-Hermer, Inc., Dover women's shoe manufacturers, has announced an expansion program designed to add 125 employees to the company payroll by June 15. The firm presently employs about 500 workers and is well supplied with orders.

Maine

● Despite a payroll slump in Auburn-Lewiston payrolls for the first quarter of 1949, March payrolls for the two cities rose sharply, only about 200 of the area's 5000 shoe workers are jobless.

● Arrangements for the construction of a new shoe factory in Belfast have been completed and construction already begun. More than \$70,000 has been raised by public subscription to finance the new \$100,000 building.

New York

● The 14th banquet of the 210 Associates will be held at the Waldorf-Astoria Hotel, New York City, May 24, and will coincide with the Popular Price Shoe Show scheduled May 23-

26. A. S. Burg has been named chairman of the banquet committee and will serve as toastmaster.

● Schwartz & Benjamin, Inc., New York City manufacturers of "Customcraft Originals", has been liquidated, it is reported. Notice has been given to employees and sent to retail accounts. Frosh Shoe Co., Lynn, Mass., owned by the Schwartz family and manufacturing "Customcraft Pace-Setters", continues in operation.

● The Shoe and Leather Reporter has moved its New York offices to Suite 1103, 99 John Street, New York 7. Telephone number is BEekman 3-3958.

● Albac, Inc., has been chartered in Gloucestershire to manufacture gloves. Capital is 200 shares, no par value. Officers have not been disclosed.

● Swatches of leather in basic colors identical to shoe colors for fall, 1949, have been sent to glove manufacturers by the National Assn. of Leather Glove Manufacturers. The samples are in leather as close as possible to established standards.

● Herbert M. Adler has been elected president and treasurer of Adler Sons Shoe Corp., New York City, succeeding his late brother Arthur H. Adler. Edwin M. Adler has been named vice president and secretary of the footwear chain.

● A receiver in bankruptcy has been appointed under bond of \$1000 for Strom Footwear, Inc., New York City men's footwear manufacturers, it is reported.

● Glove and shoe manufacturers report that women's hands and feet are larger than before the war. Gloves are running a size larger and shoes one to two sizes larger in demand.

● Norma Bag Co., New York City, will continue to manufacture calf and reptile bags retailing from \$96 to \$126, despite rumors that the firm was dissolving. Sam Levine, president, and Joseph Bogas, new secretary-treasurer, have purchased the interest of David Rich, former treasurer.

● Several pairs of reptile shoes were presented on the Television program "Camel Caravan" recently, as part of a fashion presentation. The footwear came from St. Louis shoe manufacturers and were made of Fleming-Joffe, Ltd. reptile leathers in various colors.

● Milton R. Katzenberg, president of Jacob Stern & Sons, Inc., has been elected vice president in charge of the Hides Group, Commodity Exchange, Inc., New York City.

● Gutterman Handler, Inc., New York City manufacturers of men's and boys' belts, have moved to new offices at 145 Sixth Ave., New York 13.

Missouri

● Shoe production at the Samuels Shoe Co., St. Louis manufacturers of "De-Liso Debs", during March was the largest in the firm's history, running some 8.6 percent above any previous month.

Pennsylvania

● Mel-O-Wax Products, Inc., Wynewood manufacturers of Mel-O-Wax penetrating liquid dressing for smooth leather footwear, has moved its manufacturing plant to 2466 Amber St., Philadelphia. General offices remain at Wynewood.

● Burk Bros., Philadelphia, has appointed Hickey & Weldon Co., Boston, to sell the complete Burk line of kid, elk, and newly-introduced calfskin in New England. In Texas, John G. Mahler will represent Burk with offices in Dallas while Charles A. Simpson will handle the Pacific Coast from San Marino, Cal.

● Saumel Rubin, Philadelphia wholesaler of women's shoes is reported in the process of liquidation.

Washington, D. C.

● Cattlehides processed into leather during Jan.-Feb. totaled 4,197,000 as against 4,734,000 in the same period a year ago.

● March excise tax collections on luggage totaled \$4,568,370, some \$11,020 than March, 1949, according to the Internal Revenue Bureau. Collections for the first nine months of the current fiscal year were \$63,350,092, a gain of \$1,567,263 over the period a year ago.

● Russia still owes the U. S. some \$11 billion worth of Lend-Lease goods, including 49,860 tons of leather goods and some 15,417,000 pairs of army boots, according to a current survey made in Washington.

Ohio

● All officers and directors of the Vulcan Corp., Portsmouth shoe last and heel manufacturers, were re-elected recently at the firm's annual organization meeting at the local plant. The officers are A. J. Giese, president; V. E. Frincke, vice president in charge of the timber division; E. V. Nelson, vice president in charge of the wood heel division; L. G. Budke, secretary-treasurer, all of Cincinnati. C. E. Bachman of Portsmouth was re-elected assistant secretary. Members of the board of directors, all re-elected, were W. A. Burke of Portsmouth, T. M. Geoghegan, W. E. Pierson, J. D. Reynolds, W. C. Weiss, W. F. Verkamp and Giese, all of Greater Cincinnati.

Texas

● Construction of a \$2 million plant to produce plastic and molded rubber goods has been launched by Wright Manufacturing Co., Houston. The firm is moving its headquarters from Milwaukee to Houston. The plant will have 18 presses ranging from 50 to 300 tons pressure.

● Kirsh Bros., Dallas, have been appointed sales representatives for Robbins & Weitz, Inc., manufacturers of handbags retailing from \$5 to \$10. Kirsh Bros. also represents Empress Hand Bag, Inc., and Classy Leather Goods Corp.

Leather Goods

GLOVES • GARMENTS • SPORTING GOODS • SPECIALTIES

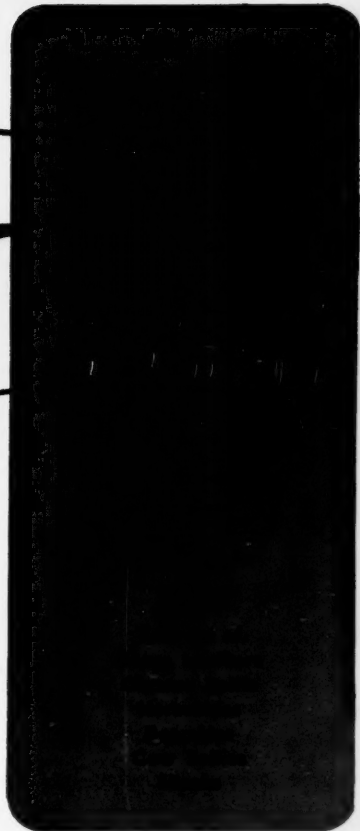
SPECIALISTS

in

Splits

To improve your health you select a specialist—to
improve your line do likewise—select
a tanner whose specialty is the tanning of splits—you
then improve your merchandise.

Manufacturers who insist on Splits that compare in
Quality with other leathers in their shoes,
demand Gebhardt's—they are superior. Expert care is
given to selection of raw material and process. Research
to improve them goes on constantly. That's why we
are rightfully termed "Specialists in Splits".



A. L. GEBHARDT COMPANY

416 NORTH WATER ST., MILWAUKEE 1, WIS.

TANNERY

GEBHARDT-VOGEL TANNING CO.
706 W. OREGON ST., MILWAUKEE

Hoffmann-Stafford

Leathers of Distinctive Tannage

For Garments, Gloves, Sporting Goods and Specialties

For
WORK
or
PLAY



It takes more than workmanship to make Gloves and Garments—it takes quality leather tanned especially for this type of product. Style and comfort are assured with Hoffman-Stafford Glove Soft Leathers in your line.

HOFFMANN-STAFFORD TANNING CO.

1001 West Division Street

Chicago 22, Illinois

Vigorous Promotion Pushing Upholstery Leathers

By JAMES H. LIBERTY

Director of Research, The Upholstery Leather Group

GENUINE leather for upholstery is reaching a new high in popularity in home furnishings. Leather upholstered chairs, leather head boards for beds, leather table tops, desk tops, cabinets and chests entirely covered with leather, leather walls, leather ceilings and even leather draperies are part of today's interior decoration picture.

Leading authorities on interior design turn immediately to leather when they wish to achieve a keynote of richness, elegance and distinction in an interior.

Promotion Creates Demand

This trend to leather in decoration and its popularity did not of course spring full grown. It is the result of foresight, careful planning and continuous promotion by the Upholstery Leather Group over a period of years.

The tanners themselves have been continuously working on new finishes so as to incorporate in leather every practical feature possible, such as stain resistance, fire resistance, ease of cleaning and maintenance, pliability and durability; the Upholstery Group's Department of Research has

simultaneously been working to achieve new color effects and new and original applications for the product.

In addition, this bureau through public relations and direct mail, lectures, exhibits and model rooms, has been bringing the story of Genuine Leather for upholstery to the furniture manufacturers, decorators, stylists, magazine and newspaper and radio home furnishings editors, furniture and department store buyers and the consumer.

Today it is rare to find a window display or a model room in a home furnishings store, that does not include leather.

Limitless Color Range

Because of its versatility and its limitless color range together with its practical features leather is seen with mahogany, walnut, wrought iron, bamboo, aluminum and everything from staid traditional to extreme modern—from informal rustic to glamorous high style elegance.

One of the characteristics of leather is that it seems to compliment and

take on the feeling of any other material with which it is used.

As a part of the service to the furniture manufacturers, the Upholstery Leather Group supplies attractive tags for labeling leather covered furniture. These tags indicate the grade of leather used in each instance and give cleaning instructions for the ultimate consumer. This service has proved so helpful that the Department of Research is having difficulty filling orders for this item.

The Department of Research is about to release new color cards showing 22 new high style colors in Upholstery Leather. These 22 colors are shown in regular finish and from this group 10 of the colors—which adapt themselves best for the purpose—are also shown in an antique finish. These colors are the result of continuous research and study covering all the allied fields. They incorporate and anticipate the new color trends in home furnishings. They may be secured from any member of The Upholstery Leather Group who furnishes finished leather. These special colors are produced by these group members in addition to the wide selections offered in their regular color lines.

Outstanding examples of these new colors are such glamorous shades as Flamingo Red, Spring Forest, Teal Feather and Brash Green. All of which makes it easy to understand why home furnishings writers on newspapers and magazines await with interest, releases on the subject of Upholstery Leather because Upholstery Leather always makes news.

Transportation as well as home furnishings comes under the jurisdiction of the Department of Research. This is logical since stylists and designers for automobiles, airplanes, trains, busses and ships are influenced by the home furnishings picture from a color and style angle. They are likewise striving to achieve an atmosphere of distinction and durability about their products. They are appealing in great part to the woman whose influence on what is to be purchased in this country is not to be underestimated.

The Upholstery Leather Group as another of its many varied projects, is sponsoring a new series of advertisements featuring the use of leather

(Continued on page 24)



A view of the smartly leather-upholstered dining car of the New York Central's Twentieth Century Limited. Says celebrated industrial designer Henry Dreyfuss, "We have used leather widely throughout the new 20th Century Limited because it looks good, wears well and gives the interiors the sense of luxury that is part of the legend of the New York Central System's best train."

Personal Leather Goods Outlook Good

By MAURICE A. LEVITAN

Executive Vice President
Luggage and Leather Goods Mfrs. of America

\$80,000,000 in sales . . . new ideas in styling and merchandising . . . aggressive promotion plans . . . the 20 percent sales tax—these factors highlight the 1949 program of personal leather goods mfrs.

IN ANY analysis of what lies ahead in the field of personal leather goods, much emphasis should be placed upon the strides made by manufacturers in this portion of the leather goods industry. While there never has been an official breakdown of sales figures for personal leather goods alone, estimates made by the Luggage and Leather Goods Manufacturers of America, Inc., show that total sales of personal leather goods at retail for the year 1947 exceeded 30 million dollars. While estimates are not yet prepared for the year 1948, all indications are that this figure will be at least equalled or slightly exceeded. Considering that the field covers only such items as wallets, billfolds, key cases, coin purses, pocket secretaries, dressing cases, and similar leather novelties, its total sales volume is impressive.

It has always been my feeling that the rise of this segment of the leather goods field has been directly attributable to the quality of the products produced, the method of consumer distribution and the alertness of the manufacturers in the field in making the public conscious of personal leather goods. Our personal leather goods manufacturers are keenly aware of their products as indispensable articles of everyday use as well as articles of fashion for use as a clothing accessory, particularly by women.

Advertising on a national scale has been one of the leading contributions to the public demand which has made personal leather goods a best seller in every department store and retail store carrying these products. National advertising which not only has word-appeal, but eye-appeal as well. No holiday occasion passes without our personal leather goods manufacturers featuring their goods as appropriate gifts for the celebration. Among some of the leading promotional campaigns, but by no means all-inclusive, are those directed to Easter, Mother's Day, Father's Day and Christmas. With avid attention, our personal leather goods manufacturers are bringing home to the public

the need for personal leather goods all year-around.

1949 Looks Good

This progressive and aggressive thinking has a major influence on any analysis of the outlook for personal leather goods. It is my considered thought, based on a knowledge of many of the plans of our personal leather goods manufacturers, that 1949 will see a forging ahead not alone in sales volume, but also in creative designs and style. Our personal leather goods manufacturers have a keen appreciation of the necessity for keeping their products at all times in a state of ever-present new ideas, new colors, and new thoughts. Fashion in personal leather goods has become a necessity, and our personal leather goods manufacturers have every intention of keeping it such.

Insofar as price is concerned, unless there is some appreciable change in the cost of leather and other raw materials that go into the making of personal leather goods, there is little reason to believe that prices will be appreciably lower in 1949 than in 1948.

Another factor which tends to indicate increased sales ahead is the military service or draft act. During the war, personal leather goods were considered an ideal gift for military personnel. With the increase in the armed forces now contemplated, there is reason to believe that personal leather goods will again play an outstanding part as gift items.

Assn. Plans Promotion

As for our Association's plans in relation to personal leather goods, we have inaugurated a national publicity and public relations program which has as its goal the constant month-in and month-out promotion of luggage and personal leather goods. Our objective is to make the public more and more personal leather goods conscious. We are planning and have already sent out news releases, feature stories and articles, photographs and other publicity matter which will

carry out this thought. We are planning dealer promotions to supplement those being planned by our individual manufacturers which will take advantage of all "naturals" for personal leather goods and stimulate personal leather goods consumer thinking at other times as well.

One of our first promotional plans will be National Luggage and Leather Goods Week, scheduled for June 13-18, 1949. The week will present an opportunity for dealers all over the country to feature, under a national banner, the products of the industry. While plans are only in the tentative stage, suggested promotional aids will help dealers with their newspaper tie-ins, radio and television setups, window and counter displays, and general promotional activity to make the public alive to the fact that National Luggage and Leather Goods Week is here and should set the stage for the accelerated buying of luggage and personal leather goods.

In all these promotional plans, our personal leather goods manufacturers will in their own way aid each individual program. Each manufacturer knows well the merchandising potentials of his product and uses such knowledge to his best advantage in tying in with his own promotions and those instituted by the over-all publicity and public relations program of the Association.

In the field of distribution, our manufacturers of personal leather goods have seen to it that their products receive the widest possible distribution. Sales forces are set up in a manner sufficient to cover the entire country. Care is taken to cover every outlet making for coverage which yields the best results. Productive markets with high turnover potentials come in for their share of active sales campaigns. Style and fashion have created additional markets not previously recognized. Our manufacturers are bending every effort to make these markets increasingly alive to the potentials of personal leather goods.

It is my further thought that even more of the consumer dollar will be
(Continued on page 24)

WORKMEN OF DISTINCTION* WILL GO FOR GLOVES MADE FROM

Colonial Splits

It's that extra quality and uniformity in Colonial splits that builds up repeat sales.



Available in
All Weights

Address Inquiries
to Dept. G



* Any guy who needs gloves for
rough, tough work.

COLONIAL TANNING COMPANY, Inc.

730 WEST VIRGINIA STREET

Glove Leather Division

MILWAUKEE 4, WISCONSIN

Quarterly Market

Work Glove

The work glove leather market, like the general leather market, has followed closely the trend of marking time during the first quarter of 1949.

Most spring orders are taken care of in Nov. and Dec. with a few extending into Jan. The average price table covering the first three months of this year clearly indicates that the market began easing about mid-Jan. This was primarily a direct result of a decrease in demand. Since then, prices have eased off anywhere from 1-2c on all three grades of work glove leathers.

In many cases, tanners found that business fell off much too early for comfort. New orders were extremely scarce. A good portion of new business was obtained only after going out and "drumming up" old or new customers. What little demand existed was distributed fairly evenly among the three most popular grades of leathers.

One ray of light is the small accumulation of stocks despite the extremely light demand. Tanners say this is the result of lower production. Most are operating on a very tight inventory basis, with purchases made primarily on a hand-to-mouth basis.

FIRST QUARTER AVERAGES

Grade	Jan.	Feb.	Mar.	Qtr. Ave.
1	21.52c	21.00c	20.61c	21.04c
2	20.52c	20.00c	19.61c	20.04c
3	19.52c	19.00c	18.61c	19.04c

Currently, the market is in no better shape than it was in mid-Jan. Perhaps the only noticeable change in the price situation is, in some instances, the consummation of sales at one-cent under the popular quoted level of 20, 19, and 18c for No. 1, 2, and 3 grades respectively.

One large tanner specializing in glove splits has been quoting 21, 19, and 18c, with the "one-cent variation" bringing his prices down to the more popular market level of 20, 18, and 17c. Regardless of the quoted level, ultimate price depends chiefly upon quality, volume and the buyer.

Despite this, tanners are still optimistic in their outlook for the second quarter. They base their optimism upon two facts: 1. Fall orders should start rolling in within three weeks; 2. Better summer take-off cattle hides should result in higher quality leather and, therefore, better prices for the finished leather.

Garment Leathers

The first quarter of 1949 proved highly disappointing to garment sheep leather manufacturers. Neither suede nor grain finish found much business. "Priced out of the market" became the popular excuse for poor sheep sales.

Production figures also tell a story. In 1937, production totaled 7,145,000 skins. During the war, it averaged over 10,000,000 skins annually. By 1946, it fell back to 7-8 million skins, dropped sharply, as consumer price resistance rose, to 3,981,000 skins in 1947 and 3,517,000 skins in 1948. Figures for the first quarter of 1949 are even lower.

Price, however, is the real reason behind today's low sales. Leather that sold for 15c in 1939 now sells at 25c. In a garment requiring 30' of leather, this would amount to a price difference of \$3 at factory, \$6 at retail. With production costs at the ceiling, the garment manufacturer finds his sheep garments "priced out of the market."

Despite poor demand, raw sheepskin prices hold up fairly well. The reason: foreign absorption of Australian and New Zealand skins at prices much higher than domestic tanners can afford. Limited domestic kill has added to the scarcity, helped keep prices high.

Recent raw sheepskin sales have been at lower levels. Unfortunately for volume prospects, levels were higher than expected, resulting in a firmer tone to the domestic market. Tanners look for steady prices for the next month or two. After that, no one dares predict.

Some superior tannages bring higher prices than quoted below; some lower. For standard tannage suede sheep, there has been little change in prices since Jan. Though a cent or half-cent more was asked, actual selling prices were 25, 23, and 21c for the first three grades. Today the 25c top price is the asking and usually selling price.

FIRST QUARTER AVERAGE PRICES

MONTH	Suede Sheep	Grain Sheep
JANUARY	26-24-22	23-21-19
FEBRUARY	25-23-21	22-20-18
MARCH	25-23-21	22-20-18

Horse leather enjoyed fair sales

(Continued on page 24)

Dress Glove

During the first quarter the market has been very steady in the top grades of all types of glove leathers. At the beginning of the year, inventories showed a preponderance of low ends. These have been merchandised at various discounts to bring the stock in balance.

Actual sales of capes and cabrettas, the top four grades were made at quoted prices (See Table). Demand was light and selective. Grades from number fives down were hard to move and concessions from three to eight cents per foot were granted.

Pigskins followed the same general pattern. Demand during January and February was good, particularly for top grades. Falling demand during March brought a price of 60c for a good table run which reflected the easing price of rawstock. Low grades were on a bargaining basis, depending on the quality of the various lots.

Deerskins maintained their prices during the first quarter in the face of very light buying. This is not a leather for the spring trade, so light buying was expected.

Domestic grain leather has followed an erratic course since the first of the year. Keen competition from Persians and lower grades of capes and cabrettas forced prices down, unofficially three cents per grade. Further concessions were made on pigtex grades to trim the stock. Domestic suedes at 40c and 26c for all colors held steady. Demand was extremely light. Domestic grey suedes for men's lines held their own at 40, 32 and 24c. Demand was practically nil but stocks on hand were so small that price changes were unnecessary.

The coming quarter will see many price changes. Today's prices are unrealistic. They have not followed the drop in the raw skin markets. Raw cabrettas are offered at \$15.00 and prospects are for a still lower price. This represents a drop of about \$3.00 per dozen from the Jan. 1 price or about 5c per foot. Pigskins have sold at \$1.95 against a Jan. 1 price of about \$2.30. This represents a drop of about 7c per foot. There is much resistance to lower prices from shippers but the trend is definitely down. Deerskins are not too great a factor in this market but

(Continued on page 24)

Report

Specialty Leathers

Bag, Case and Strap

In a recent survey, tanners reported a slight easiness in bag, case and strap leather during the first quarter of 1949. There were several contributing factors to this situation. First, demand for both top and lower grades slackened considerably; second, there was, to some extent, a normal seasonal decline; third, the general weakness in the spot cattlehide market and every other leather market.

The most important factor is the first—less demand. For example, new orders were few and far between, and those that did come in were exceptionally small in volume.

One of the primary causes for the small volume of business in these markets is the 20 per cent luxury tax on most articles produced, i.e., all luggage, brief cases, wallets, women's purses, etc. This has been a "sore spot" in the tanning industry since the war's end. Tanners emphatically contend that the elimination of this tax would remove a great deal of pressure for everyone concerned, including the public, and would improve business almost immediately.

The accompanying table of average prices is slightly misleading for this reason, in mid-January, prices generally were off 5c straight across the board. However, since mid-January, a rather steady to a slightly easier level has been maintained.

Little, if any, improvement is noted at the present time. In fact, most bag, case, and strap tanneries are operating on a 32-hour week only. Lower grades are said to be in better demand than top grade materials, due to the fact that buyers are able to enhance the appearance of inferior leathers or split leathers, by a process of embossing, which is seen on many types of luggage, cases, brief cases, wallets, purses, etc.

The outlook for the second quarter is a very optimistic one, according to tanners' viewpoints. They anticipate a normal take-off period of cattle hides, which, in turn, will lend some strength in leather markets. In addition production for the fall season will be underway within the next two to four weeks. Even now, a few scattered orders for binders

(Continued on page 25)

Novelty Leathers

Novelty manufacturers buy cautiously, but they do buy. Good russets for a variety of purposes can be bought at 23c for the best, down to about 20c. Below that there is plenty of leather for use when patterns are small.

In the past quarter sales have been spotty. One week would be fair, the next poor. Recently interest has been steadier though still limited. Hatsweat sheep, so very quiet during Jan. and Feb. has picked up and today business is reported as "fair". Suspender manufacturers have bought cautiously, total purchases being considerably behind the first quarter of last year. The past few weeks have shown no appreciable change.

At the beginning of the year the many other leathers used in the novelty trade were quiet. Demand is slightly better today. Full grain pigskin sells best in top selection but tanners insist upon merchandising the three regular grades together. Snuffed pig sells between 20 and 50c, just now finds business poor. Ostrich leather brings up to \$2.75 for the genuine article. Emu brings between 30c and \$1.00. Demand has been moderate to good since the beginning of the year. Seal does a steady quiet business.

In the snake field there was fair interest earlier in the quarter; today's demand is fair to good. Cobra is getting business from makers of compacts and other novelty leather items and brings about \$2.10 for extra large skins. Extra large ermine skins for the same purpose bring about 35c.

Lizard and alligator demand was better early in the quarter, now seems slower. The slowness is due to shoe demand rather than novelty and pocket book demand. The latter, if anything, is better today. First quality alligator lizard is steady at 12-14c an inch. Calcutta lizard brings 11-12c an inch. Alligator pieces bring \$2.50-3.50 a foot, according to size and quality of pieces.

There has been some criticism of novelty manufacturers on the grounds that they have offered little new in the various items that use the above leathers. Actually it is getting

(Continued on page 25)

Belting

The first quarter saw leather belting sales 25 per cent to 40 per cent lower than the same period in 1948. Transmission belting sales were the hardest hit. In some cases volume was down 50 per cent with prices off 5 to 10 per cent since the beginning of the new year. Decreased spindle operations in woolen and cotton mills has certainly effected the situation. Textile belting has not, however, shown the same slackening as has transmission. Waist belt leathers were also off, chiefly a seasonal lag.

According to Walton Gibb, Sr., President of Walton Gibb Leather Co., Philadelphia, "General business conditions have eased up and this has made it hard to sell maintenance materials. Unless factories are busy, customers can and do repair belts instead of getting replacements. So belting has been a little harder hit than some other materials. Foolish price cutting to get business is another reason the belting market has been upset and this is creating more price resistance than would ordinarily be felt."

The hide market, which was near 30c a pound and is now around 20c, is perhaps one of the chief influencing factors. Although the quality of hides selling at 20c are winter take-off and represent a poor yield, buyers of belting have been anticipating a proportionate weakening in the price of finished leather based on hide fluctuations rather than actual value. Tanners have been willing to make price concessions on certain slow moving lines. In general, however, prices have been based on production costs.

There has been a decided weakening on the part of rough leather tanners and curriers to stick to any price list and official changes did not come through until late Feb. or early March. The current average prices represent a decrease of from 5c to 3c a pound, depending on weight, selection and availability.

Manufacturers of belting have continued to cut into their stocks, with inventories below normal. They look for a sharp decrease in the price of

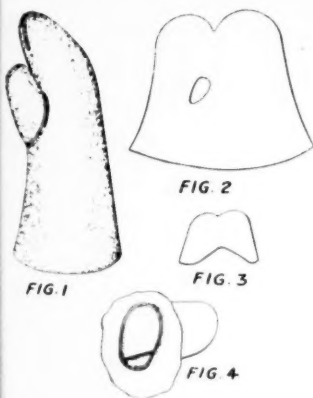
(Continued on page 25)

NEW DEVELOPMENTS --LEATHER GOODS

Double mitt for welders . . . Leather folding machine . . . Ring-accomodating glove . . . Flexible high speed belt . . . Better gripping golf glove.

Double Mitt for Welders

In Figure 1, several distinctive features stand out. One of these is the change from the conventional construction of running a seam from the tip of the thumb to the length of the glove; there is one seam at the tip of the glove, and another in the attached thumb, at the sides, inner, and at the base, or where the



thumb is joined to the main part of the mitt proper.

Figure 2 shows the one-piece construction of the mitt proper; Figure 3 shows the one-piece construction of the thumb; and Figure 4 indicates how the thumb is attached quite ingeniously.

In welding, one has to handle hot objects that need precision control. And it follows that a protruding seam in the glove can make for awkwardness and sloppy control of any of these objects. The cutting cost and the labor in fitting the glove into a finished product are reduced appreciably.

That these seams are more heat-repellent may be attributed in part to the unique method of placing the seams but perhaps more to the coating over these seams and other parts of the mitt with a preparation of beeswax, which protects the mitt from the destructive action of sparks.

This construction also includes an

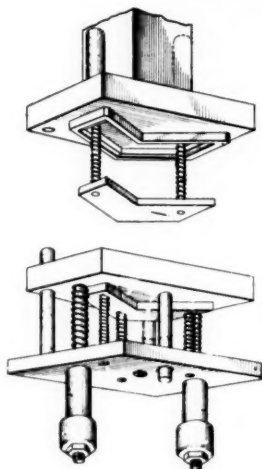
inner glove that may be cut so simply as to be interchangeable with either left or right and in a range of sizes without any change in the cutting pattern.

(Source: Sanford J. Errett, Portland, Oregon; Pat. No. 2,460,413.)

Leather Folding Machine

The machine illustrated in Fig. 1 offers a versatile construction applicable to all who manufacture leather wallets, pocket books, book covers, and other such items requiring a folding of the edge.

It might be well to isolate this illustration into two parts, the upper ram-operated plate opposing the lower plate. The latter shows in the center a recessed area corresponding to



the plate apparently suspended by springs from the upper plate. And above this suspended plate is one jutting out in sharp relief from the bottom of the top plate.

These dies are made to the requirements of any piece of leather to be folded on the outer edges. Whether the leather is muled, whether the machine uses different stages of heat, or whether the machine is hydraulically operated, is not told.

The leather to be folded is placed over the recessed part of the lower die. Down comes the hanging plate that with its spring pressure fits over the leather, pressing it into the lower die. The surplus edges of this piece of leather will be forced to stand upwards, probably with an inward slant if the dies are so shaped.

The hanging die, under the downward pressure is spring-compressed in the upper recess of the die descending, which places the outer die squarely atop the edges to be molded. Because this top die is beveled on its bottom surface, and because the edges of the die-compressed leather piece lies inwardly, the descending pressure can do no other than press these edges flat.

(Source: Pat. No. 2,453,987; Marty Green and Irving Sheroff, Brooklyn, N. Y.)

Ring-Accommodating Glove

Glove wearers have long been confronted by a problem—to wear or not to wear a ring with tight-fitting gloves. Many women who treasure their engagement rings, whose latter function is to retain the wedding ring, do not like to remove the diamond ring for these two reasons: sentiment, and fear of losing the unsupported wedding ring.

This new glove construction ac-



commodates the area of the ring finger. One notes a hole through which the diamond may emerge together with a zipper fastening. Also, the edges of the opening are bound with stitching like a worked button hole.

The next step permits the glove wearer to slip on the glove with the ring in lateral position until the zipper opening is reached. Up to this point the fullness of the glove cover-

ing the back of the hand allows the sliding on of the ring with little or no resistance; and when the fingers of the hand go into the glove fingers, the ring approaches a position parallel to the zipper opening. Then by turning the ring—diamond upwards—the glove may be slipped onto the finger tips, after which the zipper opening is closed, exposing only the diamond head of the ring in relief outside the glove.

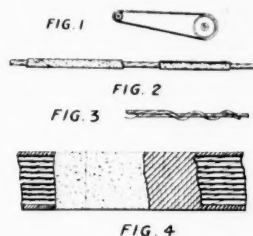
For those who do not want to so expose the diamond, the invention also provides for a glove finger wherein the exposed opening may have sufficient extra leather to allow for clearance of the diamond.

(Source: Pat. No. 2,443,938; Vernon Wallis, East Port Chester, Conn.)

Flexible High Speed Belt

The construction of high speed belts, the thin, flat type illustrated in Figure 1, offers the problems of heat resistance and flexibility, both essential virtues in a durable high speed belt. This new belt introduces a construction promoting flexibility and heat resistance—and longer life.

Figure 2 has been enlarged to bring out the winding of wires in such manner as to lend added strength



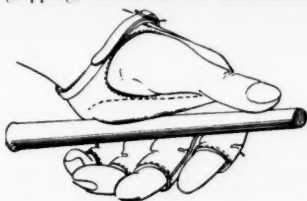
and flexibility. These strands of wire are wound over one another. Figure 2 depicts how the winds of wire strands are locked so as not to become unravelled.

But Figure 4, in its broken-away sections, tells the story of this construction quite graphically. Here are the eight or so series of wire windings. A gluey substance is used not only to fill in between these different units of wound wire but how the interstices in each separate unit are completely filled with the gluey substance, binding in all this assembly. Then there is the last operation visible, namely, that of the outside layer of vulcanized material, rubber, plastic or some suitable substance, in reality the final operation is that of curing the outside surface.

(Source: Pat No. 2,461,654; Gates Rubber Co., Denver, Colo.)

Better Gripping Golf Glove

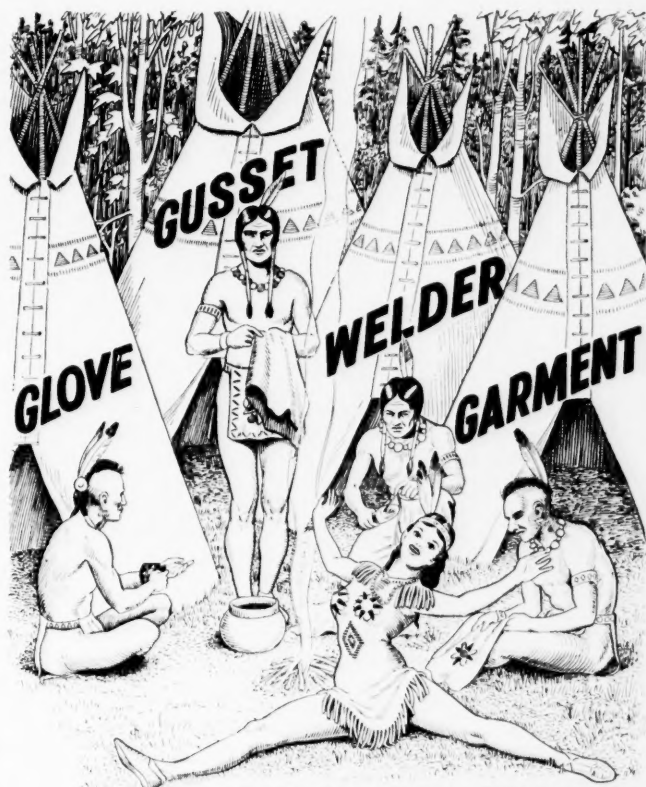
This golf glove offers a superior gripping, shown in the illustration.



This illustrates a portion of a golf stick in readiness to be squeezed

firmly by the closing of the hand. The key to this construction is a triangularly placed bunch in the palm adjoining the thumb that is about to encompass the golf stick. This bunch is made by stitching a flat piece of leather over the regular glove palm, with enough surplus stock to allow for stuffing. Both ends of this stitched-on piece are left open for the stuffing, which may be of ground leather, felt padding, sponge rubber, or other substances.

(Source: Pat. No. 2,456,678; J. D. Cole, Dayton, Ohio.)



**BLACKHAWK SPLITS
ASSURE YOU OF QUALITY**

BLACKHAWK TANNERS

2171 SOUTH FIRST STREET
MILWAUKEE 7, WISCONSIN

Upholstery . . .

(Continued from page 17)

in the upholstering of automobiles. The advertisements appear regularly in the leading magazines in the automotive field. Four color reproductions are used to illustrate some of the many new and exciting High Fashion colors in which leather is available.

The series of advertisements is designed, first, to stimulate the greater use of leather in automobiles by reminding the manufacturers of the colorful beauty of leather, its durability and smartness. A further objective is to aid the dealer in show-

ing and selling leather-upholstered models by making them fully conversant with the many advantages leather affords.

Personal . . .

(Continued from page 18)

devoted to personal leather goods as soon as one of the hindrances to its sale is removed. I refer, of course, to the 20 percent excise tax. This impost, so purely discriminatory in its nature, is causing irreparable harm to an industry which has every reason to go forward. Enacted for an understandable reason, that of conservation of vital war materials, its

continuance at this late date is inexcusable. Our Association, through its members through dealers, salesmen, suppliers and labor, is leading the drive to bring home to Congress the need for adequate relief. Much of the progress which could be ours should not be stifled by an injustice so flagrant.

In summing up the conclusions which to me seem apparent, I am of the firm belief that for 1949 and for many years ahead, barring any sudden jolt to our national economy, personal leather goods should maintain and accelerate the sales pace it has established to date.

Garment . . .

(Continued from page 20)

during the first quarter. Prices held well in Jan. and early Feb. In mid-Feb., slowing demand brought a slight price reduction. Business then improved slightly and holds up fairly well today.

In Jan., one leading tanner quoted 40c for his first selection with other selections bringing all the way down to 32c. Today this same tanner is sold about one month ahead at prices one cent below the Jan. quotations. Today's volume grades bring 33-35c.

Quality is watched carefully by all leather buyers. They want selections followed in a tight groove. Then, too, they see defects that have been invisible for years.

Tanners see fair business for a month or two. Prices, they agree, should hold fairly firm. Raw horse hides are not too plentiful. With the supply of horses dwindling steadily, there is little chance for any real market glut. That prices will go down somewhat further is generally agreed upon. But the process will be slow and orderly.

FIRST QUARTER AVERAGE RANGE

MONTH	Range of Prices				
JANUARY	40c	38c	36c	34c	32c
FEBRUARY	39c	37c	35c	33c	31c
MARCH	38c	36c	34c	32c	30c

Dress Glove . . .

(Continued from page 20)

here again raw skin prices are down and leather prices will naturally follow.

Domestic leathers have already felt the impact of lower pickled skin prices. Suedes have officially dropped 4c per foot and the entire range of grain leather took an unofficial beating of from three to four cents during the first quarter.

The trend is down but the drop is orderly. No drastic price slashes can be looked for. Rather a correc-

LEGALLET

Tanning Company

Tanners of

GARMENT LEATHERS

• LLANA GOAT • LLANA COW

GLOVE LEATHERS

• GOAT • COW • BUCK

1099 QUESADA AVENUE

SAN FRANCISCO · CALIFORNIA

Povl Wedseltorf
P. O. Box 11
Oconomowoc, Wis.

—Representatives—

John Dauer
41 Park Row
New York 7, N. Y.

tion to conform to the modest drop in raw skin prices already achieved.

Due to the seasonal nature of the glove business, demand for leather will be at a low ebb during April and May with a gradual pick-up during June. Price changes will be effected as soon as the first buyer with a decent sized order jars the tanner out of his present state of inertia.

Bag, Case . . .

(Continued from page 21)

for school books, etc., and brief cases are starting to come in.

Despite this optimistic attitude, most buyers are extremely cautious in their purchases. Buying is on a

FIRST QUARTER AVERAGES				
Grade	Cab- rettas	Grey Peccary	Deer- skins	Domes- tics
1	75	95	55	33
2	70	80	50	30
3	65	65	45	27
4	60	45	35	24
5	50	35	25	21
6	35	25	20	
7	28	20	15	

Grade	Suede Men's Grey	Domestics
1	40	40
2	32	32
3	24	

hand-to-mouth basis with little accumulation. Overhead expenses and operating costs are kept to a minimum as witnessed by the fact that advertising, merchandising and promotional campaigns are held just as low as possible.

FIRST QUARTER AVERAGES				
Month	2 Ounce	2½ Ounce	3½ Ounce	5 Ounce
January	48-45-43c	52-49-46c	60-57-54c	65-62-59c
February	48-45-42c	51-48-45c	58-55-52c	62-59-56c
March	48-45-42c	51-48-45c	58-55-52c	62-59-56c
Average	48-45-42c	51-48-45c	59-56-53c	63-60-57c

Novelty . . .

(Continued from page 21)

increasingly difficult for designers to think up new items; practically everything that can be used in this field has been made and promoted. Today's problem is more one of strict

designing rather than new ideas. The old ideas must be warmed over, giving a new twist, otherwise some of the items offered the public become fantastically impractical, even useless, and are consequently almost impossible to sell.

FIRST QUARTER AVERAGE PRICES

MONTH	Range of prices										
JANUARY and FEBRUARY	28c	26c	24c	22c	20c	18c	16c	14c	12c	and down.	
MARCH	27c	25c	23c	21c	19c	17c	15c	13c	10c	and down.	

1948 FIRST QUARTER PRICES

MONTH	F G Pig	Cor'd Pig	Ostrich	Emu	Seal
JANUARY	70-75-80	25-55	\$2.85	80-1.00	\$1.50-1.60
FEBRUARY	70-75-80	20-50	2.80	80-1.00	1.50-1.60
MARCH	65-70-75	20-50	2.75	80-1.00	1.50-1.60

MONTH	Cobra	Ermine	Al. Lizard	Cal. Lizard	Alligator Pcs.
JANUARY	\$2.10-2.20	80-85	13-15	12-13	\$2.75-3.75
FEBRUARY	2.05-2.15	80-85	12-15	12-13	2.75-3.75
MARCH	2.00-2.10	80-85	12-14	11-12	2.50-3.50

Belting . . .

(Continued from page 21)

new stock, are extra cautious in ordering leather. A large percentage of new business is for immediate shipment. This leaves leather belting suppliers in a position of holding inventory for all prospective users.

FIRST QUARTER AVERAGES

No. 2 Extra Heavy	89
No. 2 Extra Light	95
No. 3 Extra Heavy	85
No. 3 Extra Light	89

CURRIED BELTING

	Best	2	3
Bend butts	1.22-1.33	1.18-1.30	1.14-1.15
Centers, 12"	1.51-1.62	1.41-1.58	1.27-1.30
Centers, 24"	1.47-1.60	1.44-1.56	1.30-1.33
Centers, 28", up	1.39-1.55	1.33-1.51	1.23-1.30
Wide sides	1.12-1.30	1.09-1.26	1.04-1.08
Narrow sides	1.05-1.14	1.02-1.10	.97-1.05
Ex. lights 8-12c higher; lights 3-5c higher; ex. heavies 3-10c higher.			

Because long-range orders have been cut down, tanners have found it necessary to curtail production to only 60 to 70 per cent of capacity. Some tanneries are working only three days a week, others doing 35 hours. Those keeping a full 40 hours have had to shift production into the better selling lines.

Business is slow in belting. Sales efforts will be sharpened. But tanners can't create a market. If the mills and factories don't run, there is no demand for belting.

● Canada's present 35 percent excise tax on luggage and purses is expected to be reduced to 10 percent in the near future, according to a proposal in the Canadian Budget Message. American Congressmen are demanding that similar steps be taken on U. S. excises on luggage and related items. Representative Reed of New York has stated that the revenue loss to the Govt. from eliminating taxes on ladies' handbags, pocketbooks, billfolds, and key cases, and reducing the retail tax on the remaining articles of luggage from 20 to 15 percent would be \$57 million annually.

LEATHERS

by Greenebaum

NORMIL

For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

J. GREENEBAUM TANNING COMPANY
CHICAGO MILWAUKEE BOSTON

A. H. ROSS

Since 1888
Specialty Leathers
Side—Horse
Well known Tannages
KLENZETTE
ANILETTE
ROSS-ETTE
and the popular
ORIGINAL GENUINE
Kleenette
WASHABLE LEATHER
A. H. Ross & Sons Co.
Chicago 22, Illinois
NEW YORK - Bankart & Samuelson
SAINT LOUIS - A. M. Meyer Co.
MILWAUKEE - A. M. Patton Co.
CHICAGO - J. K. Reynolds Co.
LOS ANGELES - A. J. & J. K. Cook
BOSTON - Merchant Levey
PHILADELPHIA - Schoenfeld Leather Co.

TANNER

The Strict Adherence to a
Recognized Standard of Selections,
Uniformity and Specifications in U. S. Leather is an
Assurance of Quality.



Sides Crops Backs Bends
Shoulders Heads

Bellies { Belly Centers
Fore Shanks
Hind Shanks

Bends and Strips for Top Lifts

**THE UNITED STATES
LEATHER COMPANY**
27 SPRUCE STREET
NEW YORK, N. Y.

Leather MARKETS

Demand continues spotty but prices hold steady. Calf and sides fairly active. Sheep and splits move slowly. Suedes generally slow.

Sole Leather

Boston tanners report sole leather prices soft, demand slightly slower than last week. Buyers still seek lower prices, hold off larger orders. Lights draw more attention, heavy bends find fewer takers. Buying generally on hand-to-mouth basis. Mediums command little interest. Quotations by best lines on standard tannages show where most business is done.

Light Bends: 60-63
Medium Bends: 59-61
Heavy Bends: 59-61

Philadelphia sole tanners report business is fair but there are some cancellations. Factory leather is not moving too well. Substitutes are hurting the market in lower priced shoes. Manufacturers of better shoes do use leather, but there is not too much of a demand for high priced shoes. Findings are reported slow, as is repair leather. General market picture appeared to be better for the past week, but not peppy. Buying is cautious and on the whole manufacturers are still buying only what they need. Prices are down from the first of the year but steadied up this week.

Sole Leather Offal

Boston dealers say market continues

spotty, prices slightly softer than week ago. Sales in general lagging with little evidence of quick pickup in near future. Bellies draw most business although bulk of sales made at cent or two less than last week. Cow bellies fairly active, quoted at 32-34c. Many sales reported at 30c. Despite low production, single shoulders with heads on move slowly, get best action in lights. Double rough shoulders find going slow as do heads and shanks. Following are standard tannage quotations:

Bellies: Steers 32-34c Cows 30-32c
Single shoulders, heads on: Lights 41-43c Heavies 37-39c
Double rough shoulders: 47-54c
Heads: 16-18c
Fore shanks: 18-24c
Hind Shanks: 22-27c

Welting

Another dull week for welting. Prices unchanged with regular Goodyear welting of 1/2 by 1/8 inches quoted at 81/4c. Better demand for specialties but real run not yet started. Synthetic welting continues active. With it makers of cheap welts, stitchdowns, etc., get costs down for their price conscious customers.

Calf Leathers

Boston tanners say calf business even slower than expected during this off

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.15	95-1.10	1.00-1.10	1.30-1.48
CALF (Women's)	80-1.05	80-1.02	90-1.00	1.40-1.48
CALF SUEDE	1.00-1.20	1.00-1.20	1.00-1.35	1.45-1.90
KID (Black Glazed)	50-75	50-75	50-75	70-90
KID SUEDE	50-75	50-75	60-80	70-90
PATENT (Extreme)	48-56	48-56	52-56	76-82
SHEEP (Russet Linings)	18-22	18-20	20-23	23-25
KIPS (Corrected)	53-58	50-55	54-58	70-75
EXTREMES (Corrected)	45-51	45-51	50-54	60-65
WORK ELK (Corrected)	44-48	44-48	48-51	56-60
SOLE (Light Bends)	61-63	60-63	72-76	90-95
BELLIES	32-35	32-35	34-36	44-47
SHOULDERS (Dble. Rgh.)	49-54	49-53	63-67	77-80
SPLITS (Lt. Suede)	37-43	38-44	38-42	41-45
SPLITS (Finished Linings)	20-23	20-23	19-21	27
SPLITS (Gussets)	18-19	18-19	17-19	21-22
WELTING (1/2 x 1/8)	8 1/4	8 1/4	10-10 1/2	11-11 1/2
LIGHT NATIVE COWS	24 1/2-25	24 1/4-25 1/2	28 1/2-29	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

season. Buyers continue to hold off in both men's and women's weights. Suede calf still the big mystery. Both buyers and tanners predict big suede market for fall shoes yet buyers refuse to bite. Usual advance commitments for fall have not been made. Men's quality grades continue active though slightly slower than week ago. Middle and lower grades neglected. Women's lower grades draw moderate interest. The following quotations are for standard lines:

Men's weights: B \$1.10-1.15; C \$1.05-1.07; D 85-99c; X 75-95c; XX 60c.
Women's weights: B 88c-1.05; C 83-97c; D 78-89c; X 68-81c; XX 55-65c
Suede: \$1.10-1.20; \$1.03-1.10; 90-93c.

Sheep Leathers

Fewer sales reported this week as Boston sheep market approaches quiet season. Buyers do little shopping around, continue to show rising price resistance. Best business done in boot linings for cowboy boots with tanners quoting 20-22c. Shoe linings find fewer sales at 12-18c. Bulk of russet business reported in 12-16c grades. Hats sweats slow, quoted at 20-26c. Colored vegetable linings find few sales above 21c. Volume chrome linings business reported around 20c. Novelty sheep spotty, garment poor.

Russet linings: 22, 20, 18, 16, 14, 12, 10
Russets Hat-Sweat: 26, 24, 22, 20
Colored Veg. Linings: 23, 21, 19, 17, 14
Chrome Linings: 28, 26, 24, 22
Garment suede: 25, 23, 21
Garment grains: 22, 20, 18

Kid Leathers

In Philadelphia, kid tanners report black suede continues to be a heavy seller. However they say there is interest in brown and some tanners are also producing a dark blue. Most are concentrating on black, but will consider colors if there is indication of a demand. At this time white is not in demand.

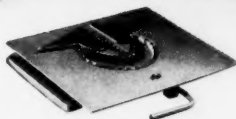
Prices in rawskins are still high and the market is dull. Finished leather prices have remained unchanged for the past few weeks. Manufacturers are accepting prices on high grade suede, but there is some resistance in lower grades. Tanneries report the general situation "mildling". There is varied reaction to the market among tanneries, with some quoting prices at 85c and down for black suede, while others feel that although sales are good and the market is firm, prices are in a formative stage and are open to correction.

There is more interest shown in glazed, but the market is still generally dull. Black is the best color with some demand for brown. Prices quoted at \$1.15 and down. There is no demand for white at this time but tanneries plan to go into production of white in the near future.

Some glazed kid is being produced for slippers in red, green, blue and burgundy as well as brown. The market is not too good however, and a better season is expected in the Fall.

Little change in Boston market. Buyers remain hesitant, sales few and far between. Many tanners feel buyers are waiting for big mail order houses to place fall orders before going overboard. Suedes draw few new orders, business far slower than expected at

CUTTING, PERFORATING, MARKING DIES



MANUFACTURERS
Cutting, Perforating, Marking Dies.
Also Machine Knives.

DISTRIBUTORS
Fales Clicking Machines and Seelye Beam Die Presses.

ALSO
Knox celebrated Ribbon Type Stitch Marking Machines.

Write, Wire or Phone

Associate
NEW ERA DIE CO.
Red Lion, Pa.
Phone: 221

INDEPENDENT DIE & SUPPLY CO.
LaSalle near Jefferson
ST. LOUIS 4, MISSOURI
Phone: Grand 2143



GENUINE SHELL CORDOVAN
"The Platinum of Leathers"
FOR SHOES • MEN'S BELTS
MILITARY BELTS & HOLSTERS

SHARK PRINT CORDOVAN
For Tips on Children's Shoes



The Huch Leather Co.

Tannery and Main Office:

1525 W. Homer Street • CHICAGO 22, ILL.

KAYE & BARNES, INC. • 93 South Street, Boston FRED SCHENKENBERG • Dallas, Texas
A. J. & J. R. COOK, INC. • Los Angeles and San Francisco

"SUPERIOR LEATHERS" Chrome Retan Sole Leather

In bends . . . shoulders . . . bellies . . . outstanding in its waterproofing and long-wearing properties . . .

"Katz Chrome"

The ideal leather for shoe . . . glove . . . and garment purposes.

Chrome Retan Upper Leather

A quality shoe leather . . . water resisting . . . easily worked.



Also cow and horse sides

SUPERIOR TANNING CO.
1254 West Division Street, Chicago

AGENTS
Chicago, E. Block
Boston, Slattery Bros.
New York, Louis Samson
128 N. Wells St.
218 South St.
100 Gold St.

THE OHIO LEATHER CO.

LUXOR

Calfeolors

**BLACK JETTA CALF
WASHETTE
White and Colors**

OHIO LEATHER CORP. Boston
87 South St.
THE OHIO LEATHER CO., INC. New York City
2 Park Ave.
ARTHUR S. PATTON LEATHER CO. St. Louis
1402 Locust St.
LIEBMAN-CUMMING San Francisco
718 Mission St.
(Pacific Coast and Orient)
EDGAR A. HERTZ
One Chesterfield St.,
Mayfair, London W.1, England
(Export Director)

**Tannery and General Offices
GIRARD, OHIO**

Linco

**Time-Tested
FORMULAS**

**"LET LINCO PRODUCTS
HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"**

**L.
H. LINCOLN
and
SON
INC.
COUDERSPORT
PENNSYLVANIA**

BATES
LEATHER FILLERS
SOLE LEATHER
FINISHES
SPONGING AND
WASHING COMPOUNDS
TANNERS' SUGAR
AND LIME
COLLOIDAL GLAYS
CHEMICALS

this time. Most sales continue between 50 and 75c. Black suede sells all the way from 28-85c. Black glazed very slow. Both white glazed and suede wanted in small lots for immediate delivery; little available. Slipper stock very spotty with up to 53c asked. Linings quoted from 21-40c, find most interest between 26-36c. Few sales above 36c.

Patent Leather

Little change in Boston market. Asking prices range all over the lot, mean little. Buyers shop around, sample a little, talk a little, do business only after considerable bargaining. Even children's stitchdowns demand slacks off. Following quotations apply only to small lots, larger sales made at far less.

Kips: A 65-79; A 65-79; 64-74; C 62-69; D 58-64
Extremes: B 60-66; C 57-61; D 52-56; X 48-51; XX 41-45
Large: C 40-44; D 38-42; X 36-40; XX 33-37

Side Leathers

Tanners report conditions still mixed in Boston market. Best tannages continue in healthy demand with prices holding firm. Buyers want as much as they can get. Lesser tannages move slowly with run-of-mill tannages finding few good sales. Very low priced leather fairly active. Heavy aniline types draw slightly less interest than last month, quoted at 56c top. Chrome tannage corrected extremes slightly down with majority of sales made between 40-50c; corrected large leathers a cent less. Work elk remains slow. Light leather draws some interest in high colors, less in regular shades. Following quotations show range for standard tannages.

Heavy Aniline Extremes: B 54-56; C 50-52; D 45-48; X 40-42
Corrected Kips: B 54-58; C 52-56; D 50-53; X 44-46
Corrected Extremes: 49-55; 47-53; 45-51; 41-45
Corrected Large: 44-48; 42-46; 40-44; 36-40
Work Elk: 46-51; 44-49; 42-47; 40-45

Splits

New split business continues small in Boston market, prices generally soft. Suede still expected to go heavy for fall but buyers sit back and await developments. Best suedes find some business as do the cheapest but middle grades move little. Soft sole splits somewhat active, work elk quiet. Finished linings find some business up to 25c for best, small regular call. Retan sole splits slow down.

Light Suede: 36-43; 34-41; 32-38
Suede Heavy: 44-47; 42-44; 39-41
Retan Sole: 40, 38, 35, 33, 30
Finished Linings: 18-20; 20-23; 22-25

Belting Leathers

The Philadelphia belting market improved recently but is still considered not good. In rough leather, movement of goods has improved since the first of the year, but prices haven't. Prices are down a bit on rough butts. Double shoulders are holding firm. There is

not much activity in welting or specialty leathers.

Business is picking up in single shoulders, which are bought by factories for men's belts. One tannery reports that sporting goods manufacturers buy single shoulders as well as bellies. Bellies are moving fairly well but prices have remained unchanged for the past few weeks.

The general consensus of opinion is that it is a buyers market and pricing is cautious.

The curried leather market is reported as fair. It has improved in the past week but is still not good. There is no increase in prices. All along, the season has been bad, with manufacturers keeping inventories down.

Glove Leathers

The glove business is the worst it has been in the memory of the oldest inhabitant and he is crowding ninety. Shops are operating at about 15 percent of capacity with very little prospects of an increase within the next two months. The leather business is following along faithfully.

New prices have been announced for cabretta showing a decrease of from three to eight cents per foot. The various grades are quoted as follows: No. 1 -70c, No. 2 -65c, No. 3 -60c, No. 4 -54c, No. 5 -42c, No. 6 -32c and pigtex -25c. Men's weight capskins have been reduced a like amount to the following prices: No. 1 -67c, No. 2 -62c, No. 3 -57c, No. 4 -48c, No. 5 -40c, No. 6 -27c. Pigskin prices are mixed and hard to run down. Sellers will make a grade at a price to fit the needs of the buyer. Regular quotations mean little.

Price reductions have not produced business. Buyers prefer to wait until they have firm orders for gloves before committing themselves on leather.

Midwestern work glove tanners are "out looking" for business. It's certainly no secret that very little, if any, new "walk in" orders are being received. Despite the inactivity, tanners continue to quote from 19, 18, and 17c on the No. 1, 2 and 3 grades, in LM weights. One tanner, however, continues to quote prices at 20, 19 and 18c, although sales are at a minimum.

Garment Leathers

There has been no improvement during the past week in either the sheep or horsehide leather markets. Prices, if anything, are on the easier side. Most business taking place in lower grade materials, and even then it's on a hand-to-mouth basis. Orders are being held to the last minute in most cases. Men's garment suede leather sells at 25c and down, with the lower prices commanding most of the attention. In the horsehide leather market, most tanners quote an average of 35c, with 38c for the very best.

Harness Leather

Midwestern tanners report a general overall dullness. Prevailing prices are merely list prices, with the eventual sale prices usually somewhat lower. The four common grades, A, B, C and D, are quoted 73c, 69c, 65c and 61c, respectively. With the backs normally bringing an additional 11c per lb. Extra heavy leather is offered on application only.

Bag, Case and Strap

A 2-cent reduction straight across the board was witnessed in the Midwestern market during the past week. When asked for what reasons, tanners simply answered "no demand". It was hoped that the lower prices would attract and stimulate more business, but, so far, this has not materialized. Most of the sales have been made in the lower grade materials for embossing purposes, with the higher grades unwanted.

2 ounce case	46, 43, 40c
2 1/2 ounce case	49, 46, 43c
3 1/2 ounce strap	56, 53, 50c
4 ounce strap	60, 57, 54c
5 ounce strap	64, 61, 58c

DEATHS

George H. Black

... 77, vice president of Rochester Heel Co., Rochester, N. Y., died April 8 after a long illness. Black entered the shoe trade at an early age and eventually became sole leather buyer for E. P. Reed & Co., Rochester. He also served as superintendent of Utz and Dunn Co., Rochester. In 1924 he bought into the Rochester Heel Co., became president in 1936 and vice president and treasurer in 1939. He leaves his wife, Bessie, a sister, five nieces and a nephew.

Asher B. Arnold

... 79, retired cut sole manufacturer, Haverhill, died April 24 at the Hale Hospital, Haverhill. Arnold was born in Hampstead, N. H., came to Haverhill in 1889 and began working for his brother, the late Charles W. Arnold, who was then in the cut sole industry. In 1905 he entered business for himself and continued to manufacture cut soles until 1929 under the name of A. B. Arnold Co. He then became treasurer and part-owner of the Arnold-Smith Bros. Co., adhesives manufacturers. In 1939 he sold out his interests in the firm and retired from active business. Arnold was also a member of the municipal board of appeals, having been appointed in 1942. Surviving are his wife Mary, a daughter, Mrs. Mary E. Manthorne, and a grandson, Arnold Manthorne.

Jacob Polten

... 67, retired head of the National Hat and Glove Co., Nashville, Tenn., died unexpectedly at his home in New York City April 20. He was a 32nd degree Mason. His wife, Fannie, survives.

Frank H. Kidd

... 73, chairman of the executive committees of Austin Shoe Stores and Graham Brown Shoe Co., Dallas, Tex., died in a local hospital April 18 following a short illness. A well-known civic leader, Kidd was secretary-treasurer of Graham Brown, wholesalers, and Austin Shoe Stores, retail outlet,

for 35 years. He retired from this position in Feb., 1948, and was appointed executive committee chairman. His wife, a daughter, a son, and two granddaughters survive.

Joseph M. Ham

... 83, North Hampton, N. H., retired shoe salesman and former shoe manufacturer, died April 24 at the Hobb's Rest Home, North Hampton. He was born in Haverhill and started working in the shoe industry there when he was a young man. He entered business for himself in 1894 when he manufactured shoes under the name of the J. M. Ham Shoe Co. In 1925 he closed the Ham Shoe Co. and became president of the Stockbridge Shoe Co. When he retired 10 years ago he was a salesman for an Athol shoe factory. He leaves a daughter, Mrs. Frank C. Howard, two grandchildren, Donald F. Howard and Robert C. Howard, and a great grandson, Donald F. Howard, Jr.

Nathan W. Dennett

... 80, retired wholesale leather dealer and a pioneer in the distribution of Gideon Bibles to hotels died April 16 in Belmont, Mass. His wife, Fannie, died 10 days previously. Four daughters survive.

Jay H. Roberts

... 51, president-treasurer and general manager of the Stone Shoe Co., Cleveland, died April 16 following a heart attack in suburban Shaker Heights. A native of East Fultontham, O., he began his career in the shoe

business in a Zanesville, O., store at the age of 14. Later he worked for six years in Mansfield, O.

Coming to Cleveland in 1921, he soon was made manager of the East End store of the Stone Shoe Co. Ten years later he became vice-president and general manager. He purchased the company in 1927 and since that time had been its executive head. Surviving are his wife, Alice, and a daughter, Joan.

Ira Bennett

... 57, president of S. H. Samuels & Bro., Newark, N. J. findings concern, died April 10 at his home in Orange, N. J. Bennett had been with the firm for 30 years and served in the Navy during World War I. His wife, Alma, a daughter and two sons survive.

Martin D. Thompson

... superintendent and buyer of the sole leather department at Geo. E. Keith Co., Brockton, Mass., died unexpectedly at a local hospital, April 19. He has been employed with Keith for more than 50 years, and last year received a gold medal from the firm for his 50 years of service. Besides his wife, he leaves five sisters and several nieces and nephews.

Reuben Camenker

... 45, Peabody, Mass., leather manufacturer, died April 24 at Lynn Hospital. He was a member of Temple Israel of Swampscott and B'nai B'rith of Lynn. He leaves his wife and two daughters, Janice and Natalie.

IRVING

LEATHERS

Sides * Splits

1410
BANCY STREET
BOSTON 14, MASS.

PRINTZ LEATHER COMPANY

Whites

ALUM LAMBS GOAT and CABRETTA CHROME LAMBS

For All Requirements

CONTRACT TANNERS OF:

2139 E. HUNTINGDON ST. SINCE 1884 PHILADELPHIA 25, PA.

BLACK SUEDE KID
BLACK GLAZED KID
LINING KID

TANNING Materials

Buying Steady; Prices Firm

Raw tanning material prices remained firm but buying continued on a routine basis with tanner interest restricted to replacement requirements. The market kept steady and little or no change was anticipated for the near future. Extract prices were unchanged.

Activity in tanning oil markets was based on tanning needs with generally cautious buying prevailing. Current prices reflected little or no change in demand.

Raw Tanning Materials

Divi divi, shipment, bags.....	\$68.00-78.00
Wattle bark, ton.....	\$80.00-83.00
Sumac, 28% leaf.....	\$75.00
30% leaf.....	\$80.00
Myrobalans, J. Is, \$61.00-62.00,	
J. 2s.....	\$55.00
Valonia Cups, 30-32% guaranteed.....	\$90.00

Tanning Extracts

Chestnut extract, clarified, 25% tan-	
nin, tks.,.....lb.	.039
Bbls., l.c.l., .046; c.l.....lb.	.046
Powdered, bags, c.l.....	.11
Cutch, solid Borneo, plus duty.....	.081½
Gambier Extract, 25% tannin,	
bbls.,.....	.09½
Hemlock extract, 25% tannin, tk. cars,	
f.o.b. wks.....	.0525
Bbls., c.l. and l.c.l.....	.0675
Oak bark extract, 25% tannin, lb.	
Quebracho extract.....	
Solid, ord., basis 63% tannin, c.l.,	
plus duty.....	.10 23/32
Solid, clar., basis 64% tannin, c.l.,.....	.11 13/32
Liquid, basis 35% tannin, bbls.....	.09
Ground extract.....	.17½
Powdered super spruce, bags, c.l.,	
.05¼; l.c.l.....	.05½
Spruce extract, lb. bbls., c.l. .02½,	
l.c.l., .03¼; tks.,.....	.01¼
tks., 6¼-2½; bbls.,.....	.06¼
Wattle bark extract, solid.....	.09-.09½

Tanners' Oils

Cod oil, Nfld. drums.....	\$1.50
Castor oil No. 1 C.P. drs, l.c.l.....	.21
Sulphonated castor oil, 75%.....	.19
Cod, sulphonated, pure 25% moisture.....	.13
Cod, sulphonated, 25% added mineral.....	.11
Cod, sulphonated, 50% added mineral.....	.11
Linsed, raw tks., drums, c. l. and	
l.c.l.....	.340-.360
Neatsfoot, 20" C.T.....	.30
Neatsfoot, 30" C.T.....	.28
Neatsfoot, 40" C.T.....	.24
Neatsfoot, extra drums.....	.270
Neatsfoot, No. 1, drums.....	.260
Neatsfoot, sulphonated.....	.19
Olive, dom. denatured, bbls., gal.....	4.00-4.25
Waterless Moellon.....	.20
Moellon, 20% water.....	.18
Moellon, 25% water.....	.17
Artificial Moellon, 25% moisture.....	.17
Chamois Moellon.....	.16
Common degrass.....	.10-.13
Neutral degrass.....	.20-.22

Sulphonated tallow, 75%.....	.12
Sulphonated tallow, 50%.....	.10
Sponging compound.....	.125
Split oil.....	.14
Sulphonated sperm, 25% water.....	.20
Petroleum Oils, 200 seconds viscosity.....	.12
Petroleum Oils, 150 seconds viscosity.....	.13
Petroleum Oils, 100 seconds viscosity.....	.11

PERSONNEL

▲ Harold N. Edinberg, formerly associated with Flex-Tex Combining Co., Chelsea, Mass., is now sales representative for Hy-Grade Shoe Findings Co., Roxbury, Mass. He will handle the firm's complete line of innersoles and platform materials in Eastern Massachusetts.

▲ Jack Silverman and Frank Mersky, former salesmen for Consolidated Rubber and Plastic Co., are no longer associated with the firm.

▲ Al Capuano, Edward Sherman and Edward Baron have joined the sales force of Hannahsons Shoe Co., Haverhill, Mass. Capuano will cover Georgia, Alabama and Florida; Sherman will handle the Carolinas, and Baron will be in Illinois and parts of Wisconsin and Indiana.

▲ Hans J. Kroto, well-known in rubber footwear circles, was recently honored in Boston when friends and associates presented him a scroll marking his 10th anniversary as vice president and general manager of Cambridge Rubber Co., Cambridge, Mass. Among the speakers were J. Franklin McElwain, chairman of the board, J. F. McElwain, Co.; Warren McPherson, president Cambridge Rubber Co.; and C. Lawrence Moench, president Hood Rubber Co. and Boston Chamber of Commerce.

▲ City Councillor John Janas of Lowell, Mass. has been appointed to the safety committee of the Tanners Council of America. Janas, safety director at American Hide and Leather Co., Lowell, is one of ten outstanding safety directors of tanneries throughout the country who was chosen.

▲ Barney Godshaw, formerly with the Naturalized Division, Brown Shoe Co., has been named West Coast sales representative for Penobscot and Old Town Shoe Co.'s, Old Town, Me. Mr. Godshaw will sell "Old Maine Trotters" and "Penobscot Trampeze" casuals for men and women and will maintain offices at 708-15th St., Santa Monica, Cal.

▲ Carl J. Braschka has been elected president of Max Mayer & Co., Inc., New York City glove manufacturers. Formerly vice president and general manager, Blaschka has been with the firm since 1943.

▲ Jack Mann is now handling the complete line of Timely Shoe Co., Manchester, N. H. Mann has been associated with the shoe industry for many years and was formerly with Del-Ray Shoe Co., Lynn, Mass., and Libby Shoe Co., Salem.

▲ Phillip Sobel of Formfitting Slipper Co., New York City, has resigned as chairman of three major committees of the National Assn. of Playshoe and Slipper Manufacturers. He is a former president of the association.

▲ Eugene J. Roessel has been named sales manager of Wohl Shoe Co.'s wholesale division. He succeeds William C. Wolff who resigned and is now a sales representative for Juvenile Shoe Corp. of America. Roessel has been with Wohl Co. since 1939.

▲ Elkan Myers, of D. Myers and Sons, Inc.; Robert Schiff, president Shoe Corp. of America; and John Goldenberg of Brooks Shoe Manufacturing Co. are serving as co-chairmen in the current drive of the National Shoe Division of the United Jewish Appeal to mobilize the industry on behalf of UJA's 1949 nationwide campaign for \$250 million. The announcement was made by Henry Morgenthau, Jr., general campaign chairman. The fund will support a program of refugee aid, overseas reconstruction and settlement in Israel.

● L'Association Patronale des Manufacturiers de Chaussures du Quebec has announced that the first 1949 official vacation period of Quebec Province shoe manufacturers will be from July 3 to July 10. The vacation period, during which workers are paid two percent the wages earned from June 1 to May 31 preceding the week, is compulsory by law. Allied trades and supply firms have been asked to cooperate.

● Ohio Leather Co., Girard, has offered its new color-sound film showing its plant operations for a convention premier at the National Hide Assn.'s two-day annual meeting, May 23-24 at the Brown Hotel, Louisville, Ky. Many tanners are planning to attend the meeting.

● Monarch Shoe Co., Chicago manufacturers of children's shoes, is moving to new quarters at 2331 N. Washenaw Ave. The firm expects to produce additional shoes and improve deliveries in the new plant.



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

DELAWARE

HIDES and SKINS

Buying in all rawstock markets limited. Settlement of strike threat may stimulate sales. Big packer sales 20,000 hides. Small packer and country markets quiet. Calfskins and kipskins dull.

Packer Hides

Business this week has been restricted to about 20,000 hides, with exchange traders showing the most interest. In fact, they showed about the only interest, tanners doing little.

Business was confined largely to tenderable lots of branded steers, and a few native steers and heavy cows. Some extreme light lots of light native cows and extreme light steers sold, all going at prices considered steady.

Outside packers were active to some extent, although the volume of business with those sellers was proportionately small. There were restricted offerings with the outside sellers.

Big packers were also offering in a limited way. There was no attempt on the part of sellers to push the sale of hides, but there was also no large scale interest from any quarter of the market. In spite of what the exchange traders did in the way of trading, the volume of business in all was not big.

Coast packers moved a few hides. Business included about 16,000 big packer hides, one lot selling at 15½¢ for steers and 16½¢ for cows, flat f.o.b. shipping points, and another selling on a selected basis of 18½¢ for branded cows, 18¢ for butt brands, and 17½¢ for Colorado steers. A Vernon packer sold about 6,000 hides at 15½¢ for steers and 16½¢ for cows.

Small Packer Hides

The restricted feeling around the markets had its effect on the small packer situation. There are offerings of hides in this market, but tanners are not looking around extensively. There is a little picking around, principally in the lighter averages, but the volume of business is small.

Price ideas held unchanged since last week. Tanners are willing to pay around 18 to 19¢ selected for 48/50 lb. average small packer allweight native steers and cows, according to quality, with the business very slim. Lighter hides brought more money, depending upon the salting and point of production. Current salting hides from Southwestern points brought as much as 24¢ selected for 41/42 lb. average lots. Asking prices are around 25¢ selected for similar hides.

Production of small packer hides is not large. Sellers are finding a rather difficult situation in the high cost of live animals, which means that there has been a trimmed production schedule.

Packer Calfskins

The packer calf market is uncertain. Since the strike has been settled, the market has been undefined. Collector skin sales in the New York area have put

prices lower, but whether these lower levels would bring the packer market down is hard to say. While there is no establishment, values are hard to define.

Prices are nominally unchanged for packer calfskins. The spread between River and Northern calfskins is about 10¢ per pound, the Rivers bringing less money.

New York trimmed packer calfskins are quoted at \$3.50 nominal for 3 to 4s, \$4.00 for 4 to 5s, \$4.25 for 5 to 7s, \$5.25 for 7 to 9s, and \$8.00 for 9 to 12s.

Big packer regular slunk are quoted at \$3.25, according to last business, but traders do not feel that this will be obtainable on next business.

Packer Kipskins

There are no established levels in this market. With calfskins in a very uncertain position, kipskins are not a definable commodity at the present time. Last prices, while the only recent accurate check on the situation, are considered purely nominal. The market on new trim skins is unchanged at the last levels.

New York trim packer kipskins are quoted at \$9.25 for 12 to 17s, and \$9.50 for 17s and up.

Country Hides

Tanners are not interested in taking country hides at the present time. Restricted buying of packer hides has precluded the condition existing in this market today. Price ideas have not varied in the country, however, with tanners willing to figure last prices on what little is being done. Averages around 48/50 lbs. are quoted in a range of 15 to 16¢ flat trimmed, according to quality, for Midwestern carload lots of allweight 1's and 2's, f.o.b. shipping points. Lighter hides are quoted up to 18¢ flat trimmed, depending upon quality.

Mixed renderer-country hides are figured at various prices. The usual discounts are anywhere between ¼ and 1¢ per lb., depending upon the percentage of renderers in the lots. Straight renderer hides may be figured at more discounts, depending upon weights, for the average good quality lots. Poor quality hides, of course, are a matter of individual appraisal.

Country Calfskins

There is nothing in this market except for some trading of New York collector skins. No new lows have been established except for minor changes in small sales. However, this market is the only active one in the entire calfskin field. Big packers are quiet since the strike situation has been hanging over the market, and the only ones to let go in trading were the smaller collectors.

There is little demand for the untrimmed skins. City untrimmed allweight calfskins and country allweight skins are still getting no attention. Prices are unchanged at 35¢ for cities and 25 to 26¢ for the country.

New York trimmed collector calfskins are quoted at \$2.75 for 3 to 4s, \$3.15 for the 4 to 5s, \$3.50 for the 5 to 7s, \$4.00 for the 7 to 9s, and \$6.35 asked for the 9 to 12s.

Country Kipskins

Country kip is dull and quiet, as is the city market. Collectors in the New York area have been quiet also. Prices are nominally unchanged at 25¢ for the city skins and 21¢ for the country skins, untrimmed.

New York trimmed collector kipskins are figured at \$7.50 for the 12 to 17s, and \$7.85 for the 17s and up.

Horsehides

Horsehides are dull. Some tanners are looking around at the better quality trimmed hides, but do not want the untrimmed lots. Price ideas are largely un-

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	18 -23	18 -23	20 -23½	24½-25
Ex. light native steers	28	29	28½	29
Light native cows	24½-25	24½-25	24½-24½	27 -28½
Heavy native cows	18½-19¾	18½-19½	20 -20½	25 -25½
Native bulls	15½	15½	16½	16
Heavy Texas steers	18 -18½	18	18½	24
Light Texas steers	19	19	20½	24
Ex. light Texas steers	24	24	26½	25
Butt branded steers	18 -18½	18	19½	24
Colorado steers	17½-18	17½	19	23½
Branded cows	18½	18½	19½	26 -26½
Branded bulls	14½	14½	15½	15
Packer calfskins	53½-68½*	53½-68½*	50 -65	47 -60
Chicago city calfskins	35	35	35	39
Packer kipskins	47	47	42½	37½
Chicago city kipskins	25	25	25	23

*New trim basis.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Apr. 27	Close Apr. 20	High For Week	Low For Week	Net Change
June	26.20	26.05	26.55	19.85	+15
September	19.20	19.75	20.25	19.60	+14
December	19.60B	19.50B	19.90	19.25	+10
March	19.10B	19.05B	—	—	+ 5

Total sales, 213 lots.

changed, although some minor variations in levels are heard depending upon who the tanner is that is buying. Trimmed 60 lb. hides, mixed renderer and country stock or slaughter hides, are quoted \$8.00 to \$8.50, according to quality. Lots up to 70 lbs. are figured at \$8.50 to \$9.00, with the best quality slaughter hides figured at the outside price. Untrimmed hides are 75c above the price of trimmed hides. Horse fronts holding around \$5.75, although some quote down to \$5.50, depending upon quality. Butts, basis 22 inches and up, are in fair demand at \$3.00 to \$3.25, but only the best quality offerings bring \$3.25, f.o.b. shipping points.

Wool Pelts

Pelts are rather quiet. Small runs of live animals at various points of production keep the market rather inactive, although there is not a great deal of demand anyway. Spring lambs have been very light in numbers on the Pacific Coast with up to \$2.75 per cwt. liveweight basis realized on some of the best quality "Big Four" packer lambs. Others have obtained anywhere from \$2.25 to \$2.65 per cwt. liveweight basis, depending upon the production and the quality. Shearlings are holding unchanged. Nothing has been done recently. Big packer No. 1's are figured around \$2.75 to 2.85 for best quality production, No. 2's around \$2.10, and No. 3's around \$1.60. Lesser quality pelts bring less money, of course.

Pickled Skins

The pickled skin market is still soft and unchanged. Prices are holding around \$8.00 to \$8.50 per dozen, depending upon quality, with demand slight. Big packer skins bring the best prices.

Dry Sheepskins

There has been little change in Fulton County and according to selling quarters some of the tanners there claim that they will do very little buying until June and July. It is felt that should a better market arise for leather and gloves, those with any inventory will take the business as buying of rawstock so late will make it difficult to make deliveries in time for the fall trade. However, no one seems to want to anticipate conditions and are willing to take their chances.

As noted, some selections of hair sheepskins are easier although generally, shippers at the various primary markets have shown no tendency to reduce prices materially. Cape gloves are firm and shippers continue to have ideas of 125-126 shillings. Brazil cabretas, however, are lower and there have been some small sales at prices ranging from \$14.00-15.00 per dozen, depending upon districts, shippers and lots involved. It is understood that further offerings are noted at these levels although some shippers have ideas about 50c higher. Buyers are not very aggressive and only operate on as a "needed basis". Generally, their ideas are lower. Offerings noted of Addis-Ababa slaughterers at \$12.00. Nigerians are steady and shippers still have ideas of around 70c basis primes for Kanos with 10c less for No. 2s and an additional 10c reduction for No. 3s. Glove buyers say price is out of line with their ideas but the shoe trade has been operating at slightly less. Some sellers are of the opinion that should business develop, there is a good possibility that prices may again firm up as sellers are slow in accepting reductions.

There is still some interest in shearlings but due to high prices and lack of offerings, not much business passing. According to some agents, they are having difficulty in obtaining deliveries of Cape shearlings previously contracted for, especially the shorts, as shippers claim to be well sold up. There are some longs available but asking price too high, though shippers claim Europe is meeting their ideas. A good sized lot of Punta Arenas 1 1/4-1 inch shearlings sold at 43c c.&f., while some smaller quantities of 1-1 1/4 inch went at 44c c.&f.

Reptiles

While new business has been of the "hand-to-mouth" variety, the general feeling is that a revival will be noted in the next few weeks. Tanners are watching the various shoe shows for indications of what will be going. Sample making has been going on and that leads tanners to the belief that business may open up soon. In the rawstock markets, most shippers continue to have firm ideas although some have made concessions. While sales have been noted of Madras bark tanned whip snakes, 4 inches up, averaging

4 1/2 inches, 70/30 selection down to 90c, most sellers have ideas of from 95c to \$1.05, as to lots and buyers have since been talking down to 85c. Cobras are slow and nominally quoted at 65c though no recent sales noted. Vipers were offered at 43c for 4 inches up, averaging 5 1/2 inches, 70/30 selection with little interest evident. Not much change in the Siam market with aers 8 inches and up said to be selling for shipment at from 14-21c, as to weights, shippers and assortment. Not many offerings of chouyres with buyers ideas around 40c for 8 inches and up, 90/10 selection, but sellers have ideas up to 45c for good lots. Prices too high on ring lizards while there is practically no interest for pythons. Brazil market has ruled quiet since the difficulty have had with recent purchases. Offerings of 20/60/20 back cut tejus noted at 26c iob. Argentine market has also ruled rather slow as not too many offers coming in and those usually held above buyers views.

Deerskins

Tanner interest still limited but dealers have been buying the market down. A sale of Brazil 'jacks' at 58c f.o.b. was followed by another at 56c f.o.b., and then at 55c f.o.b. and 53c f.o.b. basis importers and latest indications of buyers 51c f.o.b. While some shippers at origin try to put up a bold front by asking more, when sales are made, they are usually done at buyers views as there has been very little interest and stocks must be accumulating at origin.

Pigskins

Only scattered sales can be made as most buyers in Fulton County are out for the present. There were reports that small lots of Manaos grey peccaries sold at \$2.20-2.25, basis mfrs., with some blacks going at \$2.20, basis mfrs., though generally buyers are not interested in the black, though might take the greys. Generally though, buyers indications for Manaos greys around \$1.80 f.o.b., basis importers. There have been some sizable offerings of Para grey peccaries at prices ranging from \$1.80-2.00 f.o.b., basis importers, as to shippers with blacks at 10c less, but not much interest evident. Shippers said to be soliciting counter bids. Large quantities of Para wet

LEATHER

YESTERDAY—TODAY—
ALWAYS!

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS

AMERICAN EXTRACT CO.

PORT ALLEGANY, PA.

WANT ADS

Special Notices

Shoe Factory Available

FOR SALE, Rent or Lease: Fully equipped Casual Shoe Factory with new equipment. Capacity 1500 pairs per day. Located in Missouri town where finest casuals in the country are made. 300 employees available on notice. Address D-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale Model J Boothco Trimmer

WITH MOTOR. In use very short time. A bargain.

H. J. Justin & Sons, Inc.,
Box 548
Fort Worth, Texas

PROPOSALS FOR MATERIAL, ETC.

U. S. Government Printing Office,
Washington, D. C., April 19, 1949.

Sealed proposals will be received at this office until 10 o'clock a. m., May 16, 1949 for furnishing Leather, Book Cloth, Gold Leaf, and other material for the public printing and binding to the Government Printing Office during the term of 6 months beginning July 1, 1949. The right to reject any and all bids and to waive defects is reserved. Detailed schedules of the materials, etc., required, accompanied by blank proposals and giving the regulations with which bidders must comply, may be obtained by addressing

JOHN J. DEVINY,
Public Printer.

Job Lot Shoes Wanted

WANTED TO BUY—
Women's shoes in job lots,
close outs and
factory damaged shoes.

Write P. O. Box 89,
Syracuse, N. Y.

Sales Agent Wanted

TO REPRESENT Mid Western cutting die manufacturer in the Milwaukee area. Shoe pattern experience preferred.

Address D-3,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

WANTED

FACTORY SUPERINTENDENT WANTED for Nationally known brand of high-grade men's welts. Factory located in the East. All replies will be held in strictest confidence. Answer by giving complete experience and age. Will pay \$10,000.00 per year plus bonus to the right man. Address D-18, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes, in Full Skins and Cut Squares.

Lowest Prices—Prompt Delivery

WOODACRE CHAMOIS CO.,
Leather Dressers
DARWIN-LANCS-ENGLAND

Tannery Wanted

WANTED TO RENT: Small tannery, equipped or unequipped, approximately 10,000 sq. ft. Prefer new New York but not necessary. State price and equipment, if any. Or empty building will be taken over for rent. Address D-21, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

For Sale

1,000 Dozen South African Gloving Capeskins In The Stain

WE OFFER low grade South African Capeskins at 7c per sq. ft., suitable for trimmings, ladies' work gloves, bindings, pipings, stripings, etc. Fifty percent full skins. Can be converted to a cheap Ooze Suede or Chamois. Samples upon request. Address D-19, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Wanted to Buy

One
Oiling Off Machine
One
Setting Out 5
Table Machine

Address D-8
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

LAST REPAIRING

Why buy new lasts? We can repair your old lasts with our special patented method of last repair. Shoe factories across the country save thousands of dollars yearly by sending their lasts to us for repairs. Write for information.

MILWAUKEE LAST REPAIR CO.
602 S. 5th St.
Milwaukee 4, Wisconsin

Sales Agent Wanted

TO REPRESENT Mid Western cutting die manufacturer in the Chicago area. Shoe pattern experience preferred.

Address D-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Salesman

TWO SALESMEN WANTED: One to travel Ohio and Western Pennsylvania; one to travel Wisconsin. To demonstrate complete line of shoe finishes and cements manufactured by large producer located in Midwest. Man with experience in shoe manufacturing processes highly desirable. Number of established, active accounts go with these territories. Guaranteed income, salary, commission and traveling expenses. Address D-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

WANTED: Experienced Tanner, Mechanical, Hydraulic, and Industrial Leathers, Chrome and Combination Tanned. Write full qualifications.

Address C-11,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Salesman Wanted

EXPERIENCED ONLY in upper leather. Complete line of side leather. To cover metropolitan New York and New Jersey. Good future for the right man. Salary plus commission. Address D-23, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



Skilled
artisans in
contract
finishing

LEATHER & FINISHING COMPANY, Inc.
PEABODY, MASSACHUSETTS

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues
By-Products—Wastes
CHEMICAL SERVICE CORP.
80 Beaver St., New York 5, N. Y.

salted caprivas also being offered. Some spot lots of Paraguay carpinchos said to be available at \$2.40 while Chaco carpinchos offered for shipment at \$2.30 c.&f. According to trade sources, manufacturers in Fulton County indicate that they will not buy before June-July, which will mean that should there develop a good interest for gloves, there may be difficulty in getting deliveries in time but at the moment, neither side wants to anticipate anything.

Goatskins

The dull situation continues to prevail as buyer interest from the U. S.

is still not aggressive. Asking prices are steady in many cases but the general opinion seems to be that the undertone is not strong. Offerings, however, are not large.

Amritsar skins are held at \$11.50 to \$12.00 per dozen c.&f. but ideas on the buying side of the market are below this figure. Offerings of Coconadas in Southern India are made at \$11.00 per dozen c.&f. for 1.70-1.80 lb. skins but no interest is noted.

Batis last moved at \$16.00 to \$16.25 per dozen c.&f. with buyers having lower views at present. Last sales of Addis-Ababa skins took place at \$12.00 per dozen c.&f. with current offerings, which are meager, at 25c higher.

LABOR NEWS

Leonard J. Hannig has been elected president of the **Operators and Day Hands** union in Gloversville, defeating Mrs. Reina Mader by almost three-to-one. Other new officers are: Miss Bertha Beach, vice president; Miss Elsie Kozelsky, recording secretary; and Mrs. Blanch Cole, treasurer.

A field examiner for the **National Labor Relations Board**, William Leicher, will attempt to settle on May 4 a three-year battle between the Geraldine Novelty Co., Gloversville, and eight employees discharged by the firm on Oct. 22, 1945, for electioneering for a rival union. (L&S, April 23.)

Officials for the firm which produces leather novelties declined to comment on the meeting which follows a decision by the U.S. Circuit Court of Appeals to uphold an NLRB finding of unfair labor practices. The workers are expected to receive back pay of \$500 to \$4500 apiece for a total cost to the firm estimated at \$15,000.

Gordan Blake has been re-elected president of the **Consolidated Cutters and Shavers Union**, Gloversville. Other officers named without opposition are: Clarence Hallenbeck and Jack Abrams, first and second vice president; Henry Moltzen, third vice president; Alfred Liebst, treasurer; Otto Youngren, financial secretary; and Bernard Libglid, recording secretary.

United Shoe Workers of America, CIO, and Brown Shoe Co., St. Louis, have reached an agreement in negotiations for a new working agreement to run until April, 1950. The new agreement does not include the question of wages which are handled as a separate amendment.

The new working agreement provides for seven holidays a year, with only six paid; time and one-half for Saturday work; and several other provisions. Plants covered are in Salem, Mattoon, and Cairo, Ill., Vincennes, Ind., and Festus, Mo. Negotiations

will begin soon at the Pocahontas Ark. plant.

Local 202, **International Fur & Leather Workers Union**, CIO, has registered all unemployed and partially employed workers in the Gloversville-Johnstown area, and union officers say attempts will be made to place them in jobs as business picks up.

The five members of the **Brotherhood of Shoe and Allied Craftsmen**, Brockton, who were fired \$100 each and placed on a year's probation for supporting the CIO in recent bargaining agent elections, have filed charges against the union with the local NLRB office. The charges claim that the union discriminated against them, thereby restraining and coercing them in the exercise of guaranteed rights.

The NLRB has notified the BSAC that Field Examiner Herman Lieberman will investigate the charges at an early date. BSAC secretary Harold Sears has forwarded complete details to Washington, asking that the charges be dismissed.

A National Labor Relations Board election held last week among employees of **Hollywood Shoe Co.**, Los Angeles, resulted in a majority vote to retain a non-union shop. Of 77 eligible voters, 45 voted against United Shoe Workers of America, CIO, local 122 as bargaining agent.

Joseph C. Goyette, manager-treasurer of the USWA in Haverhill, Mass. is launching a campaign within the Sixth Congressional District to have 500 personal cards sent to Senators Leverett Saltonstall and Henry Cabot Lodge, Jr., and Congressman George J. Bates. The cards will urge action on repeal of the Taft-Hartley law.

The program is part of a statewide CIO move to contact all Massachusetts members of Congress regarding repeal of Taft-Hartley and adoption of the administration's new labor bill.

Index to Advertisers

Amalgamated Leather Cos., Inc.	30
American Extract Co.	32
Blackhawk Tanners	23
Chemical Service Corp.	33
Colonial Tanning Co., Glove Lea. Div.	19
Foot, S. B., Tanning Co.	9
Gebhardt, A. L., Co.	15
Goodrich, B. F., Chemical Co. Back Cover	
Greenebaum, J., Tanning Co.	25
Hadley Bros.-Uhl Co.	13
Hoffmann-Stafford Tanning Co.	16
Huch Leather Co.	27
Independent Die & Supply Co.	27
Irving Tanning Co.	29
Legallet Tanning Co.	24
Lincoln, L. H., & Son, Inc.	28
Modern Lea. & Finishing Co., Inc.	33
Ohio Leather Co., The	28
Ormond Mfg. Co.	34
Printz Leather Co.	29
Reilly-Whiteman-Walton Co. Front Cover	
Ross, A. H., & Sons Co.	26
Superior Tanning Co.	27
United Shoe Machinery Corp. 2, 11, and 35	
United States Leather Co., The	26

BUCKLES BY
ORMOND
Roller • Non Roller
Steel or Brass Base
Grained lines Smooth metal work
Fine finishes Formed tongues

Gift Bronze
Nickel Gunmetal Colors
In stock in all centers

Ormond Write for
Samples

100 E. Wacker Drive, Chicago, Ill.

**YOU TOO CAN HELP
through RED CROSS**

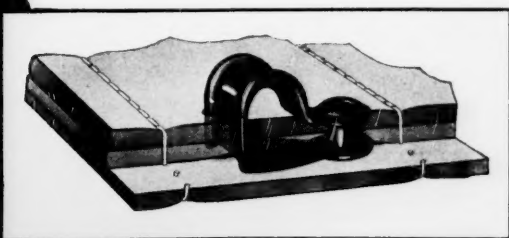
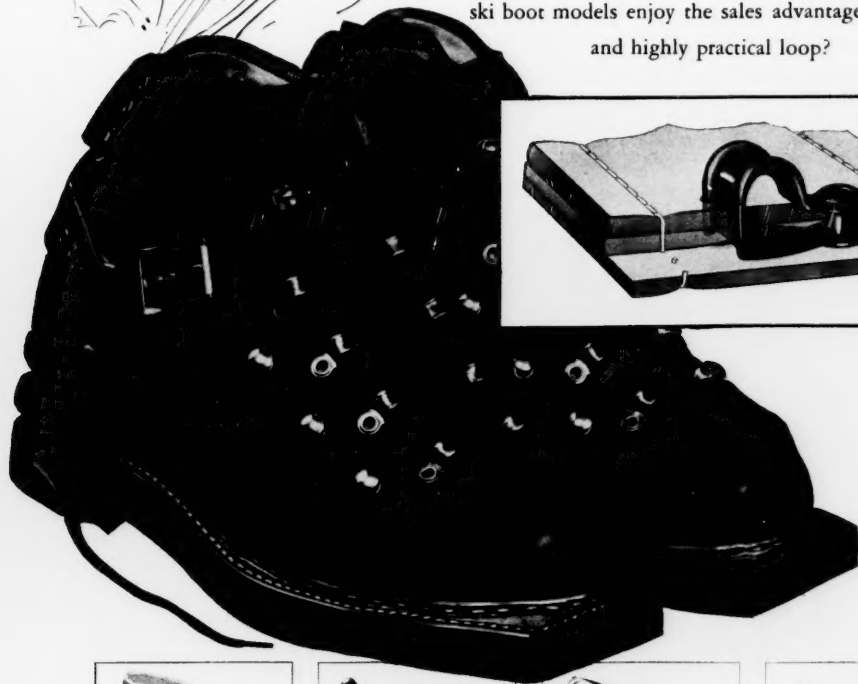
1949 FUND CAMPAIGN

For Stalom or Snowplow

The Ski Boot Loop Offers Added Security and Style



No fumbling with frozen fingers . . . no tedious lacing and unlacing when rugged **USMC** SKI BOOT LOOPS are a feature of your ski boots! Laces slip through loops freely, and feet remain dry because no holes pierce the upper to invite in snow and moisture. Minimum friction at the loop adds to lace life, too. Will your next season's ski boot models enjoy the sales advantage of this strong and highly practical loop?



A sales-worthy feature for loafers, moccasins, sport and campus footwear, too!

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

Smart Set...



"Fulmer Custom Built" seat covers by Arthur Fulmer, Memphis, Tenn.

Geon paste-coated fabric by American Finishing Co., Memphis, Tenn.

in more ways than one!

WITH a set of these "custom-built" seat covers, you're set for the life of your car! For where the wear is hardest, these smartly styled covers have an *extra* feature. The colorful top and side panels are a Geon-coated fabric... with all the rugged, long-wearing qualities typical of Geon.

These panels are coated with Geon paste resin—one of the newest members of the versatile Geon family of polyvinyl materials. This unique resin is remarkably easy to process. Economical to use, too—because it requires simpler coating equipment than other materials.

And consider the many additional advantages! It proofs the panels against cracking or scuffing. It makes them weather-resistant—they just ignore sun or rain. It helps them *stay* clean—soil or smudges wipe off easily. And the attractive color never rubs off—because Geon takes colors permanently, brilliant or subdued, as you like.

This typical example of the many uses for Geon materials may spark an idea for you. It may open the door to improving your products or developing new ones. Why not find out? Send for complete information about the many applications for Geon.

We make no finished products from our raw materials. But we're always ready to show you how you may use them profitably. Helpful, technical advice on your problems is yours for the asking. Please write Dept. T-5, B. F. Goodrich Chemical Company, Rose Bldg., Cleveland 15, Ohio. In Canada: Kitchener, Ontario.



B. F. Goodrich Chemical Company

A DIVISION OF
THE B. F. GOODRICH COMPANY

GEON polyvinyl materials • HYCAR American rubber • GOOD-RITE chemicals and plasticizers